A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 14, 1966

Business targets: Ireland, Portugal

Midwest traders speak out

Engineers eye Africa projects

Medium-term export credit

Outlook on four continents

Business Bulletins *from around the world*

DENMARK—During 1965 imports increased by 8% to $2.8 million and exports rose 9% to $2.2 million. Resulting trade deficit of $539 million was approximately equal to 1964 deficit. Import increases were conspicuous for machinery and electrical equipment, transportation equipment, tobacco, oilseeds, chemicals and wide range of raw materials, reflecting relatively high level of industrial activity, investment. Increase in exports was primarily accounted for by industrial products.

FRANCE—Dwelling unit completions in 1965 reached record 411,600, 11.6% over 1964. Starts increased only by 3.7% to 445,000.

NETHERLANDS—Number of supermarkets totaled 629 by end of 1965, 10% increase over 1964. Although representing only 3% of all retail grocery outlets, supermarkets account for about 23% of total retail grocery sales.

Labor Foundation (joint management-labor organization) agrees on equal pay for equal work for men and women.

NORWAY—As result of full employment, improved freight rates, shipowners encouraged to place orders for new ships with foreign shipyards to total of 2.6 million gross tons during first three quarters of 1965. Value of ships given at $451 million.

PERU—Southern Peru Copper Corp., country's largest copper producer, authorizes Bechtel Corp. to install $1.5 million desalination plant at Ilo. Plant will produce about 500 gallons of potable water a minute by flash distillation process.

W. R. Grace is installing, at a cost of $7 million, two new paper making machines which will increase company's capacity to 100,000 tons per year from present 70,000 tons. Grace, one of largest paper makers in Peru, produces various paper grades from bagasse, fiber from sugar cane, in its plant at Paramonga.

SINGAPORE—Progress continues on development of industrial estates. At Jurong Industrial Estate, 2500 acres of land prepared by the end of 1965. There are now 44 industries with a combined capital of $53 million in full production, employing 6,000 workers. In addition, eight factories are on trial production, 17 are under construction, 30 await equipment, machinery to start production. Clearance beginning on 3,000 acre site to accommodate additional 100 industries. Substantial number of new industries also established or are under construction at number of smaller industrial sites.

SUDAN—New Commission Agents Licensing Bill to be ready soon for submission to Constituent Assembly. Bill stipulates that agencies for imported merchandise be completely run by citizens. In exceptional circumstances, Minister of Commerce, Industry, Supply and Cooperation will have right to extend validity of agencies held by non-Sudanese when substantial capital is involved or when handling of agency would require technical ability not available to Sudanese. Such agencies would be allowed to operate through non-Sudanese channels for specified period but would be "Sudanized" as soon as it can be ascertained that Sudanese can operate agency properly.

SWEDEN—1965 capital exports totaled $9.2 million, compared with capital exports of $7.7 million in 1964. Most of capital transactions conducted with U.S., United Kingdom, Germany.

Swedes currently spend $965 million for leisure time activities, recreation. Expenditures for travel not included in these figures, according to survey by Institute for Industrial Investigation.

Iron ore production in 1965 reached all-time high of 29.4 million metric tons. Exports for year totaled 24.9 million metric tons.

SWITZERLAND—Transocean Gulf Oil Co., subsidiary of Gulf Oil Corp., placed $10.4 million, 15-year, 5% bond issue on Swiss market. Issue was oversubscribed in four days.

Swiss Banking Commission announces that Soviet Union intends to establish banking institution here to facilitate gold sales and finance East-West trade.

1966 Federal budget provides for revenues of $1,300 million, expenditures of $1,359 million, and deficit of $59 million—first deficit budget since 1952. Cantonal and communal budgets expected to add substantially to total public deficit.

UNITED KINGDOM—Manufacturers' deliveries of domestic furniture in December 1965 reached approximately $41 million. Orders on hand at end of December totaled $47.6 million compared with $51.5 million at end of December 1964.

Export sales of British office machines and equipment reached about $158.5 million in 1965, increase of more than $10.6 million over 1964, and highest export figure ever recorded for this type of equipment.

Exports of farm machinery set new record in 1965, totaling over $470 million, increase of $8.4 million over previous record year, 1963. Principal markets for farm machinery, including tractors, were U.S., Australia, South Africa, France, Finland.

YUGOSLAVIA—Pepsi Cola signs agreement with Centroprohm which will bottle, sell Pepsi Cola here. Pepsi Cola to supply syrup, technical assistance.

Country joins General Copyright Convention in Paris.

New "heavy" dinar introduced, worth 100 of dinars previously in circulation. ($1 U.S. = 12.50 new dinars). New bank notes issued in denominations of 100, 50, 10, and 5 new dinars. New coins issued in denominations of 1 dinar and 50, 20, 10, and 5 paras (100 paras = 1 dinar).

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

The first official U.S. trade mission to Ireland and Portugal is scheduled to visit those two countries next fall. Midwest traders at Chicago conference marshall figures to show the area's historic isolationism is dead—almost. Developing nations in Africa present strong potential for U.S. engineering services. Intensified export expansion activity brings greater need for sources of medium-term export finance. And the business outlook for seven nations on four continents is examined. These and stories in the regular departments are found in this issue.

International Commerce

Published by Bureau of International Commerce

March 14, 1966 Volume 72, Number 11

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INDUSTRY IN IRELAND AND PORTUGAL is relatively small scale. Above, Irish glassmaker at work; below, in Portugal, wine processing begins.

Trade, Industrial Development Mission will seek business in Ireland, Portugal next fall

Heavy investment in industrial, agricultural modernization anticipated in Ireland; trade patterns now being formed in Portugal likely to determine partners in foreseen expansion

The first U.S. official trade mission to Ireland and Portugal has been scheduled by the Bureau of International Commerce for next fall.

The Trade and Industrial Development Mission, will spend two weeks beginning Oct. 15 in Ireland, and two weeks beginning Oct. 30 in Portugal.

To be composed of five businessmen and two officials of the Commerce Department, the group will establish Information Centers in Dublin and Lisbon where business proposals can be exchanged between the mission and local businessmen. All U.S. firms interested in doing business in these two countries are invited to submit proposals (see accompanying article).

Visits to Cork, Ireland, and Oporto, Portugal, also will be scheduled. Meetings—with trade organizations such as the chambers of commerce, and Government offices such as the Industrial Development Authority—and plant visits will be arranged. From these discussions and plant inspections, the mission is expected to be better able to appraise the opportunities for—or impediments to—increased trade and joint venture enterprises.

Upon completion of its overseas tour, the mission will prepare a report for the benefit of U.S. businessmen and hold several conferences in the United States to provide interested companies with additional first-hand knowledge of all the trade and investment opportunities which the mission is able to identify.

Expanding Irish economy

The mission to Ireland is most timely and should contribute in a substantial degree to the improvement and increase of trade between the United States and Ireland. The country in recent years has been undergoing a vigorous economic expansion which, allowing for short-term setbacks, is likely to continue. In particular, heavy investment in industrial and agricultural modernization is anticipated in which a ready market for U.S. machinery and techniques should be developed.

Also, Ireland with its generally adequate labor supply is an attractive area for U.S. manufacturing expansion in Europe —on either a joint venture, new entity, or licensing basis—for which substantial Government of Ireland grants and loans might be expected so long as it is directed at third country markets.

Finally, with economic development and the raising of living standards, new markets for U.S. finished consumer goods can also be developed.

Patterns forming in Portugal

A number of Portuguese officials and businessmen have commented on the seeming lack of interest in trade with their country on the part of U. S. businessmen. Such lack of interest has been contrasted with the usual heavy representation from Germany, Italy, and France.

Portugal's economic development is now reaching the point where trade patterns are being formed which will determine, to a large extent, the partners upon whom the country will depend for the goods and services necessary for the greater expansion it foresees. There can be little question that the balance is tipped in favor of European suppliers and particularly toward Portugal's associates in the European Free Trade Association. This, therefore, is the time to convince Portuguese businessmen that the United States is interested in trade with them and that U.S. goods can be competitive.

Businessmen interested in volunteering their services as members of the mission, and who can qualify in the areas of specialization that follow, are invited to make their availability known to the Bureau of International Commerce, BIC 8210, U. S. Department of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

Industrial equipment and metalworking machinery including light industrial machinery. Should be fully informed in use and availability of latest equipment and machinery for manufacture of industrial and consumer goods, and experienced particularly in use of such equipment and machinery for modernization and expansion of existing facilities.

Food-processing and packaging machinery. Expert in food processing—including canning, freezing, and dehydration. Well informed on types of equipment and machinery available from U. S. sources of supply. Experienced with modern packaging machinery and equipment for foodstuffs and other consumer goods.

Consumer goods and retail merchandising. Up-to-date familiarity with the widest range of consumer goods usually carried by U.S. department stores, and knowledge of competitive advantages and sources of supply. Should be conversant with newest retail merchandising methods, including sales appeal and customer services.

Equipment and supplies for dairy, poultry and mixed feed industries. Expert in the dairy and poultry fields, with professional knowledge of modern milking and refrigeration methods, poultry raising, and mixed feeds. Must have technical competence to discuss subjects, and full knowledge of latest equipment.

Foreign trade and financing. Should be combination export manager or international banker familiar with international trade practices, and qualified to discuss foreign financing and joint venture operations; also, familiar with terms and conditions governing licensing arrangements.

Market profile—Ireland

Area: 27,000 square miles.

Population: 2,818,341 (1961). Downward trend in population has leveled off. Dublin, largest city and capital, 593,251; Cork, 115,508.

Language: English and Gaelic. English is predominant spoken language.

Economy: Agriculture is of major importance but share of national income (21%) is decreasing while industry's share (29%) is increasing. GNP estimated at $2.8 billion, 1965. National income per capita over $700.

Agriculture: About two-thirds of agricultural land is pasture land, which gives rise to a large livestock industry. Main crops: Wheat, potatoes, sugar beets, barley, and oats. Cattle and pigs are the most important animals.

Industry: Principal industries: processing of agricultural products into food, drink, and tobacco; clothing; textiles; paper products and printed matter; wood manufactures; metals and engineering; and vehicle assembly. Tourism is a major industry; actively promoted by Irish Tourist Board, a Government agency. Total expenditures by visitors in 1963 estimated at $138.6 million.

Second Program for Economic Expansion (1964-70) calls for continuation of the 4% annual growth rate and increases of 30% in agriculture, forestry and fishing, and 62% in industry over the length of the program.

Trade Policy: Only a few products are subject to import controls.

Investment: Total not available. U.S. investment: $125 million. More than 20 U.S. firms in Ireland producing motor vehicles, paperboard, petroleum products, electronic components, engineering tools, ball bearings, and textiles.

Finance: Irish pound (£1 = US$2.80). Developed capital market. Modern banking system.

Imports: Total, 1964, $972.2 million; estimated, 1965, $1036.6 million. Major suppliers: United Kingdom, United States, West Germany. Principal imports: Machinery and electrical goods, vehicles and parts, textiles, petroleum, cereals and other foodstuffs, live animals. From U.S.: Tobacco, cereals, coal, machinery, textile yarns and fabrics, canned fruit, jet aircraft.

Exports: Total, 1964, $623.8 million: estimated, 1965, $628.8 million. Major markets: United Kingdom, West Germany, United States, Netherlands. Principal exports: Live animals, food and food preparations, textiles, machinery and transport equipment, clothing. To U.S.: Frozen beef, wool, sugar preparations, horses, clothing, whisky, glassware, shoes.

Companies invited to submit proposals for business abroad

Offers must be in Washington by Sept. 1 for distribution to Irish, Portuguese firms

U.S. firms with a product or service to sell, those seeking agency or distributor relationships, and those interested in entering into joint ventures, licensing, investments or other business arrangements are invited to submit their proposals to the Director of the U.S. Trade and Industrial Development Mission to Ireland and Portugal.

Proposals should be received in Washington by Sept. 1. They will be printed in summary form, without identification or address, in booklets which will be distributed throughout Ireland and Portugal before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after they have consulted with a Mission member regarding a specific proposal.

U.S. firms will be provided with the names of foreign companies expressing definite interest in the proposals, in order that follow up action may be taken.

Answer questions

To submit a business proposal, a U.S. firm must provide complete answers to the following questions and send the information in triplicate to the Director of the U.S. Trade and Industrial Development Mission to Ireland and Portugal, BIC-8210, Department of Commerce, Washington, D.C., 20230.

► What product or service do you wish to sell or offer?

► Do you wish to appoint an agent or distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Department of Commerce will not seek a substitute for an established agent, distributor, or representative.

► Are you interested in a joint venture, in a direct investment, or licensing a qualified firm to manufacture your product abroad? If so, describe your proposition briefly giving details of products or services to be provided.

► Do you wish to import for your

own account or act as a commission agent? Describe the product of interest and the type of arrangement sought.

► What type of firm is best qualified to transact your business?

► As the Mission is visiting more than one country, do you wish your proposals published in both countries?

Additional items needed

This information must be accompanied by the following:

► A concise summary of your proposal in 35 words or less.

► A recent copy of one of the following statements of commercial standing (if filed within the past year, indicate date only), Department of Commerce Form 1A-57, available from your local Commerce Department Field Office; a current mercantile agency report; or a current bank report. Companies submitting proposals for the first time are urged to send them in as soon as possible to allow for their clearance before the deadline.

► Pamphlets, brochures, or other printed matter such as pricelists and catalogs, up to 50 single sheets.

A separate business proposal—answers to the questions, plus items just listed—must be provided for each country in which the offer is to be presented, each product category or service offered, and each client firm represented by a combination export manager or manufacturer's agent.

Market profile—Portugal

Area: 34,400 square miles. Mountainous in North, low in South.

Population: 9.1 million (Portugal, Azores, and Madeira). Capital, Lisbon, population 1.5 million; Oporto, 1.3 million.

Economy: Still largely based on agriculture, forestry, and fishing. GNP, at current prices, $2,969 million in 1963; $3,117 million in 1964. National income about $318 per capita. Principal industries: Textiles, cork processing, leather goods, small metal wares, glass, ceramics, and food processing. Three-year economic development plan (1965-67) provides for investments of $1.7 billion to be spent in continental Portugal and remainder in the overseas areas.

Agriculture: About one-half of active population in agriculture. Production handicapped by unreliable climate, eroded soils, and lack of modern methods of cultivation. Principal products: Grains, fruits, and wines.

Forestry: World's foremost cork producer. Important producer of naval stores.

Fishing: Fish catch, 1964, 434,300 metric tons; includes 163,600 metric tons of sardines.

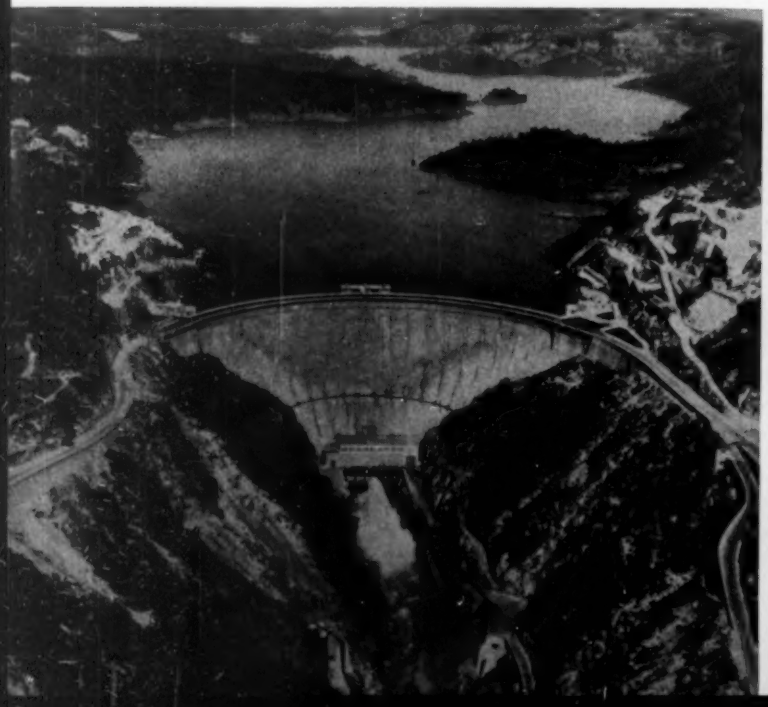
Imports: Total, 1964, $776.3 million; 1965 (eleven months) $780.3 million. Suppliers in 1964: United States, 13.9%; West Germany, 17.8%; United Kingdom, 10.5%. Principal imports: Machinery and industrial equipment, petroleum products, crude oil, raw cotton, steel mill products, wheat, corn, raw jute, and sisal. From U.S.: Wheat, steel mill products, industrial equipment, and raw cotton.

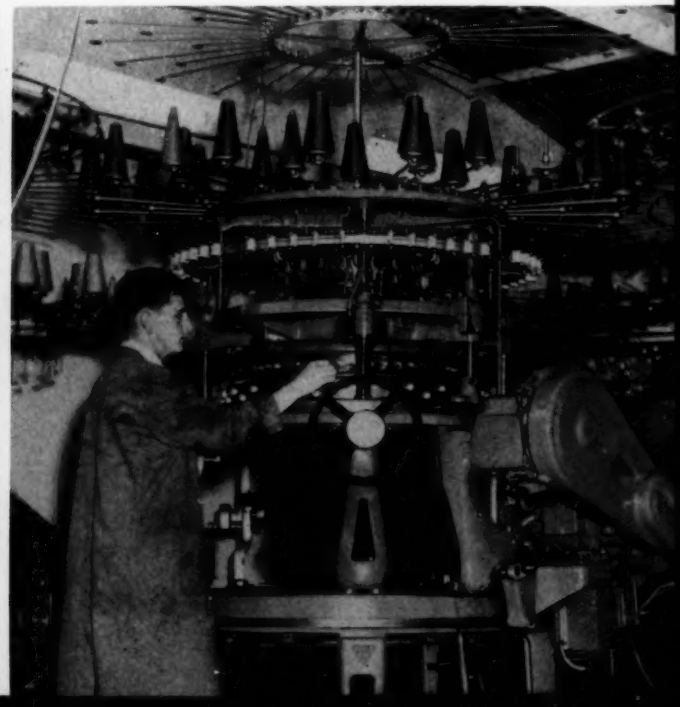
Exports: Total, 1964, $515.9 million, 1965 (eleven months) $486.9 million. Principal markets in 1964: United States, 13.9%; United Kingdom 21.1%; West Germany, 10.0%. Principal exports: Cork, canned sardines, wines, textiles, jute manufactures, minerals, and machinery. To U.S.: Sisal, cork, sardines, wines, textiles.

Trade Policy: Most imports liberalized.

Finance: Currency, escudo; 28.75 escudos = US$1; 1966 budget receipts, $605.6 million; expenditures, $605.6 million. U.S. investment estimated at $90 million. Liberal attitude toward foreign investment.

BOTH COUNTRIES are in the midst of economic expansion plans: Portugal's covers 1965-67 and Ireland's, 1964-70 (its second such program). Shown at left is the Cabril barrage, one of several in Portugal where hydroelectric power is being generated; right, bobbins are unreeling thread to be transformed into cloth at factory near Shannon. Not many products are subject to import controls in either country, and the U.S. is a major supplier.





Strong potential for engineering services in developing countries of Africa seen by group from U.S.

Consulting Engineers Council group finds keen interest in each nation visited, but stresses that message carried to leaders in six countries was only an opening wedge

A strong potential for engineering services exists in the developing countries of Africa, and U.S. engineers in private practice must make a concerted effort to obtain a fairer share.

This was the conclusion of a mission which spent three weeks in six African countries earlier this winter.

The mission, organized by Consulting Engineers Council USA under the sponsorship of the U.S. Department of Commerce, was the first organized mission trading in such intangibles as professional engineering talent and services. Comprised of representatives of consulting engineering firms, the nine-member group visited the Ivory Coast, Nigeria, Ethiopia, Kenya, Uganda, and Libya to determine the potential for such assignments.

Planning more

Lukewarm about the whole idea at first, and only mildly enthusiastic as he began to tour the circuit with the Commerce Department's advance man, Council Executive Director Don Buzzell now reports that missions to Central America, South America, and the Far East are being planned for the fall. Members pay their own way.

The mission found a genuine desire in each country for more information about U.S. consulting firms and the services being offered—and a rather startling lack of understanding, even among U.S. nationals, of the extent and nature of such services and methods employed in providing them.

Opening wedge

The mission, which met with African Government officials and business leaders, was successful in carrying its message to many prominent people who help formulate and execute the development plans in the countries visited.

In reporting its findings to the Department of Commerce recently, however, the mission pointed out that this success is "nothing more than an opening wedge" which can only be driven home and turned into engineering contracts through serious and continuing follow up. "Engineering assignments are not obtained on the basis of a single contact," they said.

The scope of U.S. business represented in the developing African countries is impressive, as is the number of items of U.S. manufacture, the report says. "In sharp contrast," it points out, "there is a limited U.S. representation in the professional engineering field." The major concentration of U.S. consulting firms is in Nigeria; elsewhere, U.S. consultants generally maintain only limited representation in residence.

Development plans

All of the countries visited have development plans in progress, and financing is the key to their realization, according to the mission. "Emphasis is being placed on projects designed to stimulate industrial development. In some countries, this trend is undoubtedly premature, since there is great need for expansion and extension of the infrastructure before any significant strides can be made toward effective industrialization."

Developing countries, the mission found, need almost all of the basic facilities—such as communications networks, processing plants, roads, harbors, airports, railroads, flood control and irrigation works, power supply—and engineers retained on foreign projects can enhance the U.S. export effort by specifying materials and equipment of American manufacture.

"U.S. consultants will, without question, participate in development projects to the extent of U.S. financial participation on a bilateral basis. However, for a program of such vast scope and magnitude, development bank loans and private investments are certain to provide a substantial part of the money required. It is in this sector that greatest effort will be required to achieve any measure of success.

Market is there

"The market is there for firms willing to expend considerable time and effort in building up a client-consultant relationship based on mutual understanding and confidence. The African leaders need and want help from competent, serious consulting firms, and they'll get it. U.S. consulting firms can have their share, but they'll have to go after it," the mission said.

The group encountered a general impression that fees normally charged by U.S. consultants far exceed those of consulting firms of other nations. The U.S. system is normally based on providing a

CONSULTING ENGINEERS met with commercial officers in countries visited. L. to r.: Ward, Peleske, Nielsen, Ware (com. attache, Nairobi), Boyle, Kees, Lovitt, Donley (Commerce Dept.), Green, Konski, Woelber.

AT NAIROBI AIRPORT, Kenya's President, Mzee Jomo Kenyatta, greets William P. Kees, a member of the Consulting Engineers Council trade mission. Standing is M. Koinange, the Minister for Education.

complete service for a negotiated fee which includes all anticipated expense. British and European systems, however, are based on a fixed schedule of fees expressed as a percentage of total construction cost, and quantity estimates and bidding documents are not included as a part of engineering services. Thus, though a direct comparison is difficult, U.S. fees may well be competitive, discussions indicated.

Among the mission's suggestions for promoting expansion of U.S. engineering services in Africa are: Greater emphasis by Embassy personnel on engineering projects in the planning stages and on making this information known to U.S. consultants; support for a larger share of U.S. nationals in U.N. posts in Africa; assistance in placing technical specifications and standards documents in African libraries; and wide distribution of the International Engineering Directory, which lists engineering firms in the United States available for work overseas. The directory may be obtained from the Council at 1155 15th St. NW., Washington, D.C. 20005.

Members of the mission were: Leo W. Peleske, Peleske & Associates, Louisville, Ky.; Harry J. Woelber, Woelber Engineering Co., Salem, Oreg.; James L. Konski, Konski Engineers, Syracuse, N.Y.; Joseph S. Ward, Joseph S. Ward & Assoc., Caldwell, N.J.; Svend H. Nielsen, Johnson & Nielsen, Riverside, Calif.; J. R. Lester Boyle, Boyle Engineering, Santa Ana, Calif; Carl R. Lovitt, Svedrup & Parcel & Assoc., St. Louis, Mo.; Samuel J. Green, Green Engineering Co., Sewickley, Pa.; William P. Kees, Baker-Wibberly & Assoc., Hagerstown, Md.

President to appoint Tupper to Expo 67 post

President Johnson will appoint Representative Stanley R. Tupper, to serve as Commissioner General for U.S. participation in the Canadian Universal and International Exhibition, to be held in Montreal in 1967 (INTERNATIONAL COMMERCE, March 7, 1966).

Tupper, who will have the rank of Ambassador, will remain in Congress for an undisclosed period before taking the assignment.

Poultry industry mission appraising Latin markets

Group to exchange information, negotiate sales and agency agreements on three-week tour

Representatives of the U.S. poultry industry are in South America for a three-week study of the Latin market for U.S. poultry and poultry-handling equipment.

On a trade mission organized by the Watt Publishing Co., Chicago, and supported by the Commerce Department's Bureau of International Commerce, the group is visiting Lima, Peru; Santiago, Chile; Buenos Aires, Argentina; and Sao Paulo and Rio de Janeiro, Brazil, March 8-30.

The mission's purpose is to negotiate sales and agency agreements, after investigating the size, operation and needs of the poultry industry in each country, and to exchange information on business procedures and distribution systems in Latin America and the United States.

Mission members are Warren H. Hart, H. W. Hart Manufacturing Co., Inc., Glendale, Calif.; Donald Melick, Kuhl Poultry Equipment Co., Flemington, N.J.; Dr. Carl E. Bunn, Merck, Sharp & Dohme, Intl., New York City; Richard L. Eggert, Otto Niederer Sons, Inc., Pennington, N.J.; Fred E. Young, Aerovent Fan and Equipment, Inc., Lansing, Mich.;

Shirley M. Smith, Robbins Incubator Co., Denver, Colo.; Watson N. Ley, Ley Equipment Co., Van Wert, Ohio; Dr. William H. Feigh, Mattox & Moore, Inc., Indianapolis, Ind.; Roy C. Ritter, Brown's LedBest, Inc., Springdale, Ark., and Kenneth E. Scott, Watt Publishing Co., Mt. Morris, Ill.

PLASTIC PRODUCTS

A manufacturer and importer of a wide range of plastic goods seeks a license to make any consumer or industrial plastic product that can be manufactured on injection, compression moulding and sheet extrusion machines.

Write: B.X. Plastics, (Australia), Pty., Ltd., 795 Nepean Highway, East Brighton, Victoria, Australia. WTD.

STRONG OVERSEAS COMPETITION didn't stop the Curt Joa Co. of Milwaukee from boosting its exports of plant equipment for production of disposable sanitary products. Since 1961, the company has boosted it sales abroad to 66% of total production .The firm, which also helps install the equipment, recently won the President's 'E' award. From left to right at the Milwaukee ceremony are A. O. Salmi, executive vice president; Gene Kiela, sales manager; Curt G. Joa, president; Congressman John A. Race; and David Howe, who is the director of the Commerce Department's Field Office in Milwaukee.

Pittsburgh chamber has flying trade fair bound for Europe

Another flying trade fair will take to the airways—this one from Pennsylvania. The World Trade Council of the Chamber of Commerce of Greater Pittsburgh has organized the Greater Pittsburgh Flying Trade Fair to introduce the goods and services of the area to European customers.

Pittsburgh Plate Glass International was the first of the expected 19 firms who will participate in the novel fair that will leave for 11 European countries June 1.

A similar, previous, chartered flight was organized by the Hartford, Conn., Chamber of Commerce in 1964. That flight reportedly brought more than $1 million in orders to participants.

The Pittsburgh venture was arranged by J. Paul Scheetz, chairman of the Chamber's International Business Division, with the cooperation of the Pittsburgh Field Office of the U.S. Department of Commerce.

Oklahoma University course in marketing opens March 21

An International Marketing Course will be held March 21-26 at the University of Oklahoma in Norman, Okla.

Three credit hours toward a masters degree in business administration and economics may be given those attending the course. It is sponsored by the Dallas Field Office.

Students will attend a five-hour day of lectures and class participation. A comprehensive examination will be given on Saturday, March 26.

Write: Director, Office of Special Projects, University of Oklahoma, 1700 Asp Avenue, Norman, Okla. 73069.

Philippine manufacturer proposes joint venture

A Manila firm seeks a joint venture with an experienced U.S. company to manufacture rubber soled canvas shoes for export. The firm operates a local men's and ladies' apparel and accessories specialty shop.

Write: Lord and Lady Chips, Inc., 1555 M. Adriatico St., Manila, Philippines. WTD.

International Trade Winds

ENGINEERING—Harza Engineering Co., Chicago, Ill., has been retained by the Iranian Ministry of Water and Power for work on two hydroelectric and irrigation dam projects. One dam, on the Marum River, will cost an estimated $40 million; the other, on the Karun River, will cost approximately $100 million.

MARKETING—Newsome & Co. Inc. of Boston, Mass., announces establishment of an international marketing and management division, offering market analysis, service in mergers, joint ventures and licensing and personnel training overseas.

FOOD PROCESSORS—H. J. Heinz Co. reports that its worldwide organization now includes 17 companies in 13 countries and territories, with a total of 1,823 products sold, approximately triple the number of companies of seven years ago and double the number of products sold.

POWER PLANTS—The IGE Export Division of General Electric is supplying two gas turbine package power plants and associated equipment valued at nearly $2.5 million to Venezuela, for installation in the industrialized area around Barquisimeto. The package includes three main groups of equipment: control, turbine and generator.

PROCESS ENGINEERING—Dravo Corp., Pittsburgh, Pa., has established a subsidiary in Australia. The new company, Dravo Pty. Ltd., is headquartered in Perth, Western Australia. Dravo's diversified activities include process engineering, construction, manufacturing, shipbuilding and consulting engineering.

Export ideas need selling

Specialists still working to clinch case for overseas markets with top management

By CLARENCE M. ZENS
Managing Editor

CHICAGO—When export specialists of the Midwest get together now, they marshall impressive trade figures to prove to themselves and the nation that the area's historic isolationism is dead. They also acknowledge that some citadels of isolationism remain to be breached in highly important places; among their own companies' senior executives.

A constant note at the recent Chicago World Trade Conference, apparent in the phrasing of both questions and answers on many discussion subjects, was the search for ways to get top management personally involved in worldwide operations.

Many a conclusion was advanced as one more means of persuading senior corporate officers that exporting is not a toy nor a status symbol but a practical profit-maker in today's markets and a necessity for growth tomorrow.

Follow-ups

Some of the conference assessments are undoubtedly stirring follow-up discussions in board rooms throughout the Midwest.

J. I. Case's export manager, for example, put forward a flat prediction that in the very near future a Midwest company's London branch will be as close to headquarters as Memphis is today.

The spokesman for the Racine, Wis., farm and construction equipment manufacturer that has built an aggressive world sales and production network said this will be true not only through the advent of supersonic transport and communications, but because of the accelerating swing to American marketing practices everywhere.

While local sales patterns still differ, the Case official said, the amount of change toward U.S. ways in the past 10 years has been startling.

His views were immediately challenged. What may be true for a large, well-identified company is not applicable to newer and smaller exporters, it was argued. Differences in national trade practices, it was contended in the rebuttals, are still more evident than the similarities, and must be regarded as serious problems.

Midwest neighborliness was apparent in the way some competitive plans were placed before the conference. Magnavox, for example, put some details on a pending TV set licensing activity in Venezuela to a panel that included Motorola Overseas president Charles P. Baswell—who helped with the answers. Vehicle maker American Motors sought advice from vehicle maker International Harvester on problems about overseas ties to parallel foreign auto manufacturers.

Along this same line, Albert C. Homer of Imperial-Eastman Corp. told the delegates not to overlook the help that awaits them overseas from American business people already there. He said such assistance to his own company had been extraordinary.

"Piggyback" plans

Several speakers called attention to the still-developing "piggyback" program of expanding U.S. exports that has experienced "carrier" companies taking into overseas markets the products of compatible but non-competitive "rider" companies.

The overall tone of optimism underlying the meeting was mirrored by Chicago lawyer William Bricen Miller. He reviewed the fiscal and tax complications U.S. companies face in doing business abroad, and then struck a favorable balance: "I am convinced that there has been no time in our history when the climate has been more opportune for medium and small-sized American corporations entering into foreign trade and investment, or expanding present operations."

The need for thorough market studies abroad was repeatedly emphasized. N. O. Grohmann of Cummins Engine, for one, related it to companies whose products were developed for U.S. users but who did not want to wait to change them for other markets.

He commented: "This impatience, I feel makes good sense. It forces the company to identify market requirements and to match them with products designed for use in the American market. This approach may be of particular attraction to the smaller companies that cannot finance long-term product design to fit only international markets."

Another point recurring in discussions was the advantage of borrowing in local currencies wherever possible. Harry Green of Container Corp. put it this way:

"If the local currency decreases in value your working capital has gone down in value, but if you have substantial loans in the local currency you will pay no more in total amount on the debt, but the local currency you use to pay off the debt it worth less. So the creditor not the debtor is taking the loss on the reduction in value of the currency. The creditor is well aware of this so he charges a substantial interest rate . . . Our experience

V.I.P.

A still-developing program called "V.I.P.—Visit, Investigate, Purchase," credited to Regional Export Expansion Council initiative, was outlined to the conference by Assistant Secretary Trowbridge.

It aims at attracting foreign buyers to the U.S. for trade shows and other promotions and then bringing them together with American sellers. The "Visit U.S.A." promotion offices of the U.S. Travel Service abroad and U.S. Foreign Service officers overseas are being enlisted in the program, along with travel agents, airlines and hotels. Package plans for travel and lodging are envisioned.

In the U.S. the trade show exhibitors will be alerted, and reception facilities, including translation and clercial help, made ready. An overseas visitors' buying service, listing exporters classified by commodity, is another part of the plan. REEC members across the country will be asked to counsel the visitors who need special attention.

is that it is better to pay what may be a high interest rate and protect oneself against the decline in the value of the currency."

Views on the government's balance of payments programs and restrictions were threaded through much of the floor discussion, with hopes being frequently expressed that all restrictions be lifted as soon as practicable. Other requests directed toward national policy-makers were for various improvements in export credit guarantee and insurance programs.

Notebooks crackled often in the audience as practical tips popped out of panel interchanges. Robert Rath of International Harvester, for example, told how his company deliberately avoids the term royalty in dealing with affiliates. Better to call it an "engineering and research fee," he said, and encourage useful feedback from the affiliates.

Delegates to the 29th annual Chicago meeting, more than 1,000 in all, also heard formal talks on broad issues. These included a plea from a U.S. Commerce Department official that companies set export goals, an appeal by an Agency for International Development spokesman that private enterprise join in the U.S. effort to build a better world, a description of opportunities in increased East-West trade by an Illinois businessman, words of welcome by Illinois Governor Otto Kerner, and a review of U.S. tariff policy by a national legislator.

Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, declared that Americans are not getting their full share of increasing business in world markets. He suggested that every U.S. maker of exportable products deliberately allocate a predetermined portion of production to cover export orders. This portion should be held strictly for export use and not diverted into domestic markets.

How it works

"Last year," he said, "U.S. industries expanded their production by 8%, but their exports went up only 5%. If producers allocate a specified precentage of their output for export, then if they expand their production, they will automatically provide more goods for export as well as for domestic orders."

Trowbridge saids the percentage might vary from 2% in one company to 20% or more in another, and some companies might have to make 2- or 3-year plans rather than year-by-year.

He said: "Set-asides for export are very much the rule and not the exception among our foreign competitors. In Germany, for example, it is common practice to achieve year-to-year targets of 35 to 40% of total sales in exports."

HONORED AT CHICAGO CONFERENCE was a Chicago-based renderer of tallow, grease and crude peanut oil, Darling & Co. Its improved bulk shipping methods and other export advances won it the President's "E" Award from Assistant Secretary of Commerce Alexander B. Trowbridge (second from right). Anthony J. Buchar, director of Commerce Department's Chicago Field Office and Nelson Morris II, company president, are at left; R. E. Crohan, company vice-president, is at right. Award was made Feb. 28.

Donald W. Hoagland of the Office of Development Finance and Private Enterprise of the Agency for International Development described the basic principle for his agency's work, "that assistance from the United States act as a catalyst to call forth the maximum contribution from the host country, and to mobilize private resources from this country."

"The objective," he explained, "is to bring into existence in the foreign country institutions which can support and sustain themselves in the future without concessional assistance from abroad."

Hoagland acknowledged that improvement of the developing nation's climate for private investment is an intangible, vague and long-range concept, but one that must be worked out.

"The myth of a centrally planned economy dies hard," he observed. "Indications from around the world, and most significantly from Eastern Europe and Russia itself, demonstrate that given an opportunity to function, and the passage of a little time, the vitality and effectiveness of private enterprise concepts will assert themselves. I am not so concerned about what they are called; given a chance to work they will work. A major aim of the Foreign Aid program is to give you and your counterparts overseas every practical opportunity to demonstrate this in the developing countries of the world."

Maynard P. Venema of Universal Oil Products Co. related in detail his company's negotiations with Communist Rumania to plan and build a petroleum processing plant in that country. He said the Rumanian negotiators had been tough but fair and had lived up to their agreements.

From his own experience, he contended that Rumanians appreciate the importance of protecting the proprietary information of U.S. firms.

"They know," he asserted, "that if such information is not zealously guarded, American firms will not do business with them in the future and the U.S. will not grant export licenses to provide them with technical information. I might add that Universal Oil Products has designed additional units of the same process in Yugoslavia. We know of no instance where they have copied our processes or disclosed or duplicated our proprietary information.

"The prohibition against U.S. trade with Eastern Europe has by no means completely deprived the bloc countries of necessary technology. Some competitive technical know-how has continued to be available from Western European sources actively promoting trade with those countries. We know much of it is comparable —as well as available. Ironically, much of this technology originally came from the U.S. The question in most cases, therefore, is not whether Russia and Eastern Europe will be able to obtain certain technology, but whether they will purchase it from American companies or from Western European or Japanese firms."

Representative Hale Boggs of Louisiana, one of the sponsors of the Trade Expansion Act of 1962, reviewed U.S. tariff policies both before and after the enactment of that measure. He noted particularly the stalemate in Kennedy Round GATT negotiations.

He offered the prediction that "if the Kennedy Round is not graced with at least some substantial success, we may have a tough legislative fight on our hands when the Trade Liberalization Act expires in 1967."

He said, however, that he believes there is still time for Kennedy Round negotiations to succeeed and to prove the 1962 legislation a "major and brilliant innovation in foreign policy and trade policy."

MEDIUM-TERM CREDIT

Finance group surveyed

Cross-section of firms indicates variety of opportunities now offered to U.S. exporters

By SUSANNE ROSCHWALB
Staff Writer

With intensified export expansion activity on the part of U.S. manufacturers comes a corresponding need for, and expansion of, sources of export finance.

To fill this need there has been a broadening of U.S. export financing facilities in the medium-term field, traditionally the more difficult form of credit for a manufacturer to obtain. Financing institutions that formerly offered only short-term arrangements are moving into the medium-term field, and those that financed one or two projects annually are now moving into the medium-term field with more energy.

Finances goods, equipment

Medium-term credit is generally required for export sales of capital goods, heavy machinery and plant equipment. Terms extend from 181 days to 5 years. Sales normally are subject to an initial 10% or 20% cash payment by the buyer on or before delivery.

The balance of the contract price is then evidenced by a series of promissory notes or accepted drafts, interest-bearing and payable in monthly, quarterly or semi-annual installments. Sometimes, for added security, the seller may take a lien on the equipment, or require that the payment instruments be guaranteed by the buyer's local bank or some responsible third party. With occasional variations, to meet specific customer and market requirements, these are the fairly standard terms under which export business is transacted. Obviously, the buyer and seller always should have a clear advance understanding as to the terms and conditions of payments, and as to which party is to pay such items as bank collection charges.

At this point the importance of the Foreign Credit Insurance Association (FCIA), comes in. Through its medium-term insurance FCIA helps protect exporters against non-payment of installments and interest due on credit sales of capital goods or durable consumer goods. FCIA was established by the Eximbank in 1962 with 70 insurance companies to provide credit insurance to exporters up to 90% on both political and commercial risks. From September, 1962, through September, 1965, FCIA has authorized shipments under its medium-term policies having an aggregate value of $165,218,329. By the end of 1965, total value of short- and medium-term export shipments exceeded $2 billion.

Because of the intensive competition for export orders among U.S. and foreign suppliers, importers in most countries are less and less inclined to pay by bank letter of credit or any similar arrangement. They now expect to be permitted to pay on or after delivery of the goods, and this trend toward easier payment terms can be expected to favor the exporter who offers the most liberal payment and financing conditions.

INTERNATIONAL COMMERCE recently wrote to 35 non-banking sources of credit to learn the kinds of credit they offered exporters. Each institution was presented with a hypothetical situation: Suppose a medium-size Ohio manufacturer of specialized machine tools learned of an excellent prospective sale in South America. He has no branch offices or permanent representative in the country of sale. What financing plan, credit and insurance and/or other services could you offer him? How does your service differ from others in your field? What are your resources?

The cross-section

The following is a summary of the responses, forming a fairly representative cross-section of non-banking sources of medium-term credit:

One of the newest export financing operations responding is the **General Electric Credit Corp.**, beginning its plan in October, 1965. GECC Export Financing extends credit to any U.S. manufacturer and distributor of capital goods that FCIA will insure. The GECC plan is not restricted to products containing GE equipment. Assistance in export documentation is offered through 35 GECC offices, scattered throughout the U.S. The firm does have access to assistance from the International General Electric Corp. for any technical problems.

With reference to the hypothetical Ohio manufacturer, GECC would first obtain readings on credit and insurance. As soon as FCIA approval is received GECC would relay by telephone to the seller its commitment to finance the export transaction without recourse on the insured portion. All documentation is reviewed at the General Office, 570 Lexington Ave., New York, before being submitted to FCIA.

Receptive

H. O. Rondeau, Inc., with operations in the Western Hemisphere, and its associate company, Export Credit Corp. both located in New York, finance overseas buyers on a system based on the Eximbank, FCIA program. The backbone of business for these firms is distributor-finance, continuing relationships with large companies. But, says H. O. Rondeau, "we will finance any single sale to any creditworthy overseas buyer."

Rondeau believes most American manufacturers are "suppliers of merchandise and not bankers." They need specialists to handle the FCIA policy, to obtain credit ratings on overseas buyers, and to handle the documentation necessary. H. O. Rondeau Inc. and Export Credit Corp. use the services of 52 overseas agents to gather credit information on-the-spot. They take the risk once a policy has been signed, and pay the manufacturer 100% cash without recourse, once the buyer is qualified.

The Foreign Trade Financing Corp., Cincinnati, O., is one of a few firms engaged in export financing located outside of New York City. It caters to the needs of Ohio and other midwestern manufacturers. While FTFC specializes in short-terms (up to 180 days) export financing, medium-term financing is available through its associate firm, **Export Procurement Corp.**

EPC would proceed with the hypothetical case by mailing the Ohio manufacturer its standard questionnaire which he would in turn be asked to forward to his foreign customer. As soon as the basic information is in hand, EPC would apply

in its name for FCIA credit insurance, and if the application is approved, it would offer financing services to the manufacturer. A 20% down-payment from the foreign customer would be required. Depending on the foreign country and the amount of the order, EPC would charge the foreign customer an annual interest rate between 7½% and 8½% on the declining balance. (Sales price less 20% down payment.) Export Procurement Corp. is one of the firms that pay the manufacturer's invoice 100% without recourse. The firm is located at 99 Park Ave. New York.

Intercontinental Credit Corp., Division of Pan American Trade Development, has specialized in non-recourse export financing for the past 17 years. The greatest part of Intercontinental's export financing is covered by insurance by FCIA/Eximbank, but the firm does a sizeable amount of uninsured financing where transactions do not qualify for insurance. In addition to export financing it may assist in other export services, such as invoicing, forwarding, marine insurance, etc.

Referring to the hypothetical case, Intercontinental would ask the Ohio manufacturer to write his prospective customer, introducing Intercontinental as the financer. Or, the credit firm would contact the buyer directly. The manufacturer would then be spared the paperwork of credit investigation and insurance.

Intercontinental handles 100% non-recourse financing of U.S. exports on short and medium-term. Under the latter, the uninsurable risk ranges from 10 to 35%. W. W. Trytell, vice-chairman of the firm, has recently announced that Intercontinental is in a position to reimburse customers for withholding taxes levied in some countries on foreign interest income.

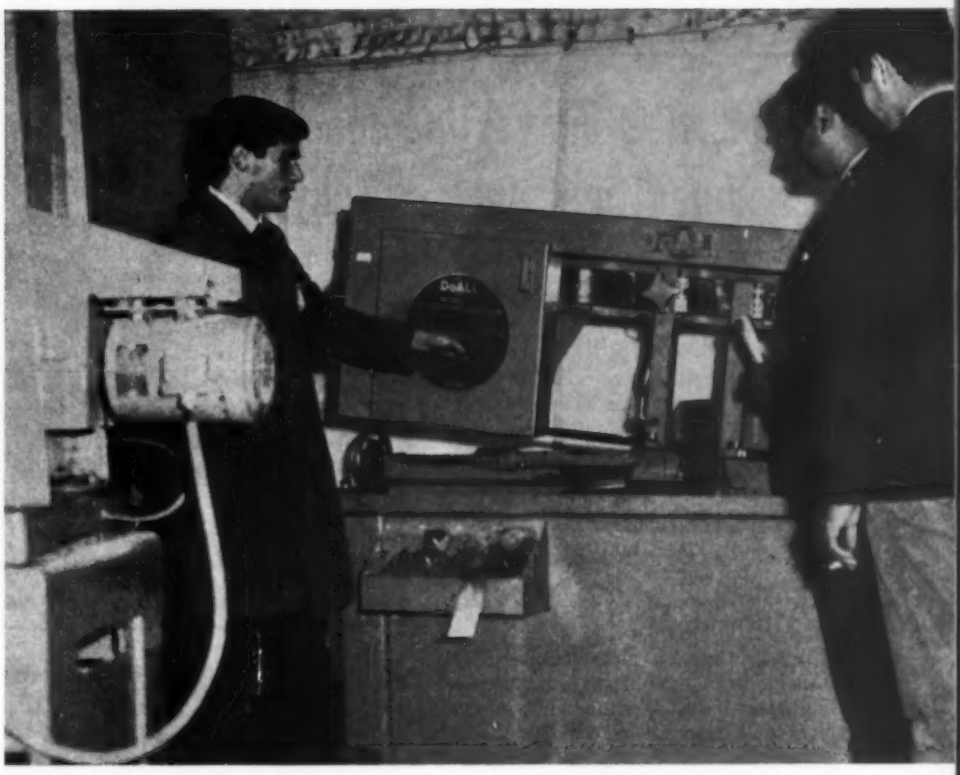
F. Marti & Co., Inc., 80 Pine St., New York, specializes in Latin American financing. The firm's primary service is to offer to the importer the facilities to pay for purchases in this country and by which to conserve their own resources and local bank credit for other purposes.

F. Marti's answer to the hypothetical case was to ask the exporter to allow it to contact the client to make the necessary arrangements for the purchases. Marti & Co., assumes full responsibility for credit risks without recourse to suppliers. The company, however, would not specify terms and conditions without being presented with a specific case in a specific country.

James Talcott, Inc., specializes in export factoring. The firm, located at 1290 Avenue of the Americas, New York, does all credit investigations for a company engaged in export shipping of U.S. goods. It guarantees customers 100% against losses due to all commercial and political risk of non-payment. The customer may receive payment from Talcott in advance of the maturity date on bills purchased against their foreign debts.

With regard to the Ohio manufacturer, Talcott is presently completing an arrangement with a European credit union whose members are in France, West Germany, Belgium, Denmark, Spain, Britain, Sweden and Switzerland, that will provide for medium-term capital goods financing reciprocity. The buyer will be served in his own country and may make payment of his final debt to either the European credit union or to Talcott, depending on which side of the water the shipper is located.

The European credit union will in turn be paying the United States manufacturer for the machinery and equipment so shipped, and Talcott upon approved medium-term credits to U.S. based companies, will be paying the foreign shipper and handling the entire transaction on the U.S. side.



HYPOTHETICAL CASE posed to 35 private sources of export finance—how could they service a U.S. machine tool firm with a prospective sale in South America? Above, U.S. machine tools exhibited in Uruguay.

Frank Popovich of the Foreign Credit Corp. New York, responded that his firm would first determine if the prospective buyer is well-rated and whether the country in which the firm is located enjoys fair economic stability. If this were the case, Foreign Credit would request a special buyer's limit from FCIA to cover itself for the sale. Then it would offer the supplier, without recourse, purchase of his sale which would be paid against documents as required.

Laidlaw & Co., private bankers, offer an international commercial trade advisory service to advise clients and to arrange short and medium-term financing of American exports to Europe on competitive terms and similar financing for European exports to the American continent. Terms depend on individual cases.

While the above firms do not comprise every existing non-banking source of medium-term credit, the listing is representative. And while it would be presumptuous to suggest that easier credit sources for both buyer and seller will make selling across the ocean as easy as selling to a neighboring town, there is no question that a plentiful variety of credit sources and financing specialists contributes to a growing ease in conducting export sales.

Paper, film converting machine show scheduled next July in Tokyo Center

Japan has fallen behind other industrial nations in paper and film conversion techniques, according to recent survey

U.S. makers of advanced paper and film converting machines have an opportunity to develop new customers in the bustling Japanese market.

The Bureau of International Commerce will stage a show-and-sell exhibition of such machines at the Trade Center in Tokyo, July 12-22, and has invited U.S. firms to participate.

Falls behind

A recent market survey conducted for BIC indicates that Japan has fallen behind other industrial nations in paper and film conversion techniques. It pinpoints sales opportunities in the following categories:

- Equipment for making corrugated boxes, including folder-gluers and flexographic printing machines.
- Bag-making machines, including integrated cutting, glueing and pasting machines, flexographic printers and automatic bag-filling, weighing, closing and opening equipment.
- Machines for making paper cartons and boxes.
- Machines for making specialized paper products, including small paper bags, business forms and stationery.
- Specialized plastic processing and film conversion equipment, including extruders, pressure machines, heat-sealing and polyurethane foam eqiupment.
- Supplies and accessories, including adhesives, chemicals, coatings, test equipment and specialized attachments.

Write: Bureau of International Commerce (code 8192), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-3846), or any of the Commerce Department's 42 Field Offices.

MORE THAN EXPECTED

Total sales for the 12-month period following the Nov. 18-Dec. 18, 1964 Holiday Show of Gifts at the Bangkok Trade Center were $351,712.40. Original estimates were only $197,012.

Additional information on trade fairs and trade center shows, unless otherwise noted, is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Tokyo newspapers to sponsor educational materials show

Two Tokyo newspapers, under the same ownership, are planning to hold an educational materials and equipment show Sept. 5-10 at the Harumi Fairgrounds there. Both papers, the Nihon Kogyo Shimbun and the Sankei Shimbun, have invited U.S. participants.

Products to be exhibited will include equipment, machinery and instruments used by the following educational organizations:

Training facilities operated by private enterprises and government agencies; science, engineering, medical, pharmacological, agricultural and cultural science departments of universities; research institutes and vocational education centers; technical, commercial, agriculture, forestry, fisheries and domestic science high schools; primary schools, junior and senior high schools; and audio-visual educational facilities.

Write: Nihon Kogyo Shimbun, No. 3, 1-chome, Otemachi, Chiyoda-ku, Tokyo, Japan.

FRENCH BUILDING SHOW

The 5th International Building Exhibition, BATIMAT, held last fall in Paris, is a suitable medium for U.S. manufacturers of most home components and building materials who wish to enter the French market.

The next show will be held in 1967. Exact dates will be announced later.

BATIMAT is the only major show in France for these products.

Top Libyan official keenly interested in U.S. exhibition

Tripoli fair opened on Feb. 28; Westinghouse made first sale

Libya's Prime Minister Hussein Maaziq, opened the 1966 Tripoli International Fair Feb. 28 and shortly afterwards took a tour through the U.S. exhibition.

On the tour he showed a keen interest in the displays and questioned exhibitors on the manufacture and function of their products.

Several exhibits held his attention, among them that of the Occidental Petroleum Corp., whose new Oxytrol process for preservation of produce during shipment from grower to consumer would enable food grown in Libya's coastal belt to be delivered unspoiled to non-producing inland desert areas.

At the Westinghouse International display, the prime minister rapidly asked questions about the suitability for use in Libya of their coin-operated Laundromat and other labor-saving household equipment. Westinghouse registered the first sale in the U.S. exhibition, and all equipment on display was sold by Baranes Bros., Westinghouse local appliance distributor, who will make additional purchases of Laundromat and dry cleaning equipment to set up the first coin-operated shop in that country.

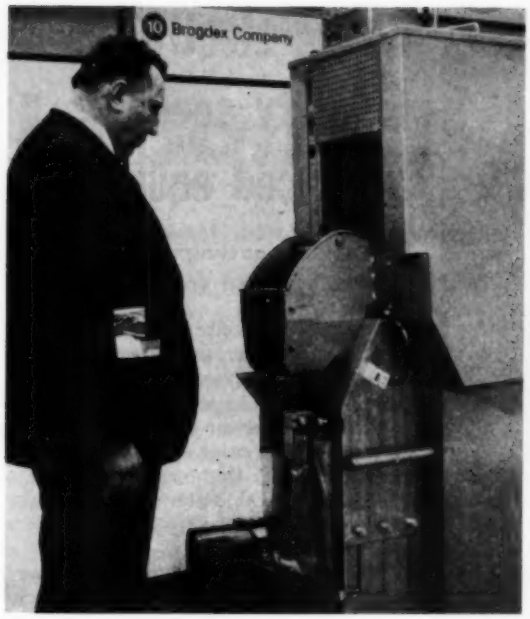
Two other Westinghouse leads developed with local businessmen to open coin-operated stores involving many thousands of dollars in investment.

About 11,000 persons visited the fair on opening day; 5,000 toured the U.S. exhibition.

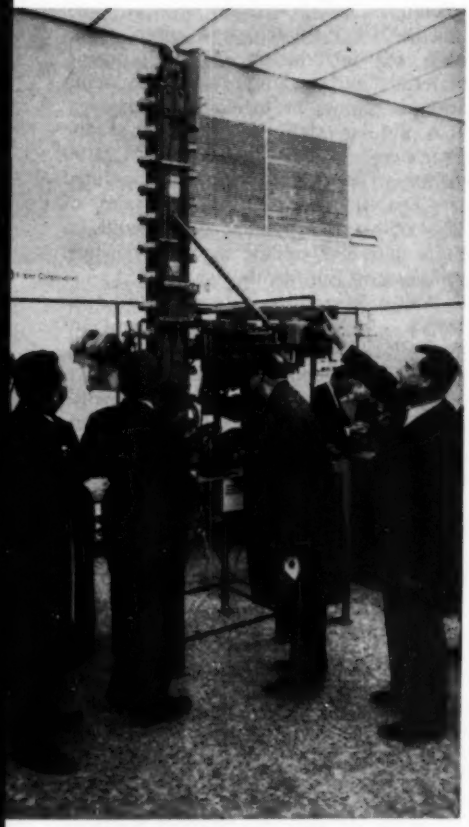
A variety of U.S. products ranging from consumer goods to oilfield equipment is on display.

Thirty-six firms from 11 states and the District of Columbia, working with their local representatives in Libya, are in the official U.S. Exhibition sponsored by the Bureau of International Commerce.

The fair will run to March 20. More than 30 nations and 2.000 individual firms are taking part in this year's fair, which may draw some 150,000 visitors.



TRADE VISITORS numbered 200 on Feb. 18 opening day. Above is a general view of the Grace (left), Pan Europe (center) and Automatic Timing & Controls, Inc. (right) booths. Left photo shows a buyer inspecting the automatic count type bag filler exhibited by the Brogdex Co. In picture below, Warren S. Pease, president of F. B. Pease Co., demonstrates a segment slicer and random ring slicer for apples. Sales may total $1.6 million.



VISITING GREEK DELEGATION inspects the Filper Corporation's clingstone peach pitter. F. Fragiacome, their Mediterranean agent, is shown at right (pointing). Several U.S. exhibitors reported agency negotiations in progress during first week of show. Fruit processing equipment was well received.

At Milan: two agencies, more on way

Three agents were signed and several more were under negotiation at the food processing equipment show at the Milan Trade Center.

Orders booked totaled $51,600, with future sales an estimated $1.6 million. Exhibits by Allen Electronics, Electro Trace, Pease, and Filper were drawing the most interest.

Samuel Ortner, president of Allen Electronics, said he has participated in three trade center shows in four weeks and is "doing more business than in the previous five years. The reason: I have gotten exposure at the right time, in the right setting." He signed two agents in Milan and had prospects from nearby countries.

M. S. Pease, president of his company, found himself "far busier than I expected with serious business prospects."

'INSTANT AMERICA' PROMOTION held last fall by Georges, Ltd., one of Melbourne, Australia's best-known stores, resulted in retail sales of American goods worth more than $30,000. Featured were women's sportswear, raincoats, blouses, handbags and hosiery, quality sheets, pillowcases and towels, lamps and household gift items from 100 U.S. firms. Twenty-eight of them were selling to Georges for the first time and four others were regular suppliers which provided additional lines for the two-week show.

Exhibitors at catering show in Stockholm find ten agents, see $1.3 million in sales

Seven U.S. exhibitors appointed a total of ten agents—eight for Sweden and two for Norway—at the institutional catering equipment show in the Stockholm Trade Center.

Five more participants were negotiating or still looking for agents at the close of the Feb. 3-11 show.

The wholesale price value of orders booked totaled $118,200. Projected sales, based on reports from 11 firms, are an estimated $1,378,500.

Total number of visitors was 1,490, with 1,199 from the trade. Exhibitors expressed much satisfaction with the number and quality of show visitors.

Peter K. Studner, sales director of the Baker's Pride Oven Co., Inc., said, "We had an excellent response of high quality; 80% of our visitors had potential for our products and many will be customers." One of their displayed products was a new-to-market pizza oven successfully launched into the Scandinavian market.

The Hollymatic Corp. sold its food portioning machine on display. The machine, originally designed to form hamburgers, represented a successful adaptation to the production of meatballs, an important item in the Swedish diet.

The Adamation Co. sold their dishwashing conveyor machine and reported negotiotions, in progress when the show ended, to establish a manufacturing licensing agreement in Sweden.

Ninth Naples Housing Fair to be held this summer

The ninth Naples Housing Fair will be held June 18-July 3, As usual, it will consist of furnishings, clothing, building construction and foodstuffs.

The management said the section devoted to foodstuffs will be expanded, in accordance with the aims of a campaign by the Ministry of Agriculture to improve the diet of Italians.

Write: Fair Management, Naples Housing Fair, Naples, Italy.

Italian electronics industry seeks advanced equipment

Production, packaging goods to be shown at Milan Center

The Italian electronics industry, one of the most vigorous segments of that country's economy, seeks advanced production and packaging equipment.

To help American manufacturers succeed in this promising market, the Bureau of International Commerce will stage a show-and-sell exhibition of this equip-show-and-sell exhibition at the Trade Center in Milan June 9-15.

A recent BIC market survey showed Italy is pushing to modernize and mechanize all electronic product lines to achieve the required uniformity, close tolerances and low costs.

The Milan Center show offers a vehicle for introducing U.S. equipment, materials and techniques for producing and packaging electronic products.

A similar show in January at the Frankfurt Trade Center drew 2,300 visitors. The U.S. participants appointed ten agents, made off-the-floor sales of $344,550 and estimated they would do more than $7.7 million worth of business in Western Europe this year.

Write: Bureau of International Commerce (code 8195), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-5297), or to any of the Commerce Department's 42 Field Offices.

Forestry, furniture show to take place in Madrid

The World Forestry, Furniture, River Fishing and Hunting Exposition will be held in Madrid June 4-19.

Categories of the fair include seeding and reforestation, forestry operations, machinery and equipment for the forestry industry, natural forestry and transformed products, material and equipment for research, furniture in its different applications, hunting, river fishing, and books and publications.

Write: Commercial Office, Spanish Embassy, 2558 Massachusetts Ave., N.W., Washington, D.C., or Sr. Comisario de la Exposición Mundial Forestal del Mueble y de la Pesca Fluvial y Caza, Avda. de Portugal s/n, Apartado 11044, Madrid 11, Spain.

Lebanon is prime market

Small Mid-east nation was world's top importer of U.S. refrigerators in '64

By DONALD C. IDE
Commercial Attache, U.S. Embassy, Beirut

As today's tourist returns to Beirut from viewing the scenic wonders of the Cedars, the archeological excavations at Byblos, or the lively review at the Casino du Liban, a brightly lighted sign along the broad modern highway boldly urges him to "Drink 7-Up."

Unseen in the limestone rock hidden behind the sign are 19 inscriptions in almost as many languages commemorating various waves of civilization and conquest from Ramses II of Egypt thirteen centuries before Christ to the Twentieth Century founding of the Lebanese Republic. The names inscribed include Nebuchadnezzer of Babylon, Alexander the Great, Saladin and Baldwin I of Crusading fame, and Generals Allenby and Gouraud of World Wars I and II.

Just as the strategic location of the Levant down through the ages has made it a vital crossroads, today it serves as the key that can unlock valuable Middle-Eastern markets far greater than the 2 million people of Lebanon themselves represent. This fact has not been lost upon the new breed of international businessmen who are agressively seeking overseas markets.

Attracted by the political stability of Lebanon and its sturdy dedication to free enterprise as a base for Middle-Eastern operations, businessmen find an added bonus in the pleasant climate and stimulating environment of this traditional bridge between East and West. All this results in one of the primary facts of life in Lebanon—competition!

Permanent exhibits

At least ten foreign governments operate permanent trade exhibits in Beirut, including the United States, West Germany, India, Tunisia, East Germany, Czechoslovakia, USSR, Poland, Denmark and Canada.

Trade missions and exhibits are a regular feature of Lebanese life and both government and privately sponsored groups have been concentrating recently on the Government of Lebanon's development plans.

The booklet "American Business Concerns in Lebanon" produced by the Embassy in Beirut lists aproximately 400 U.S. firms which maintain branch offices in Lebanon.

Lebanese trade statistics for 1964 show that, following Syria which supplied Lebanon with 13% of her imports, the following western countries are tightly grouped: U.S. 11.5% (approximately $49.6 million); W. Germany 9.5%; France 8.5%; Great Britain 7.4%, and Italy 7.3%. U.S. trade statistics for 1965 show sales of $74.5 million to Lebanon, which may result in an increase in the U.S. percentage share of the market.

Motor vehicles, motors and spare parts; accounted for almost one quarter of all Lebanese imports from the United States during 1964.

The United States dominates the market for the following products: cigarettes, furnishing 84% of all Lebanese imports; refrigerators, 82%; air conditioning equipment, 97%; second hand clothing, 84%; construction equipment, 45%; and animal feed preparations.

Although West Germany sold more passenger cars than the United States in 1965 and France and Great Britain were close competitors, the U.S. got the lion's share of the market for trucks and buses.

Seek reports?

The Department of Commerce is considering an experimental program which would enable businessmen to purchase copies of airgram economic reports from U.S. embassies abroad, rather than borrowing and returning them, as is the current practice. A report of 24 pages or less would cost $1, one of 25 to 49 pages would cost $2, etc.

Before such a program is launched, however, the Department wants more information on the probable demand for these reports.

If businessmen would prefer to buy rather than borrow copies of these economic reports, please write: Commercial Intelligence Division, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

Auto sales outlook

Automotive sales from the United States are expected to continue to grow, but the pace may slow if the Government imposes higher import duties and internal taxes on automobiles. While the severe traffic congestion in Beirut tends to favor smaller cars, the growing demands for taxis, touring cars, and buses to support the expected increases in industrial development and tourism favor a continuation of the steady growth of American auto sales.

In 1964 tiny Lebanon was the leading buyer of U.S. refrigerators. The very success of this business suggests a cautious outlook for the future. The intense competition for this trade has inevitably attracted investment interest. If one or several of the pending proposals to assemble refrigerators in Lebanon are completed there will almost certainly be a sharp curtailment of refrigerator imports, although there might be an offsetting increase in exports of component parts from the United States.

Only a record-breaking Syrian crop can prevent an increase in U.S. wheat and corn exports to Lebanon during 1966. Firm orders have already been placed for wheat amounting to two-thirds of the 1965 imports from the United States and firm orders for corn have already exceeded the 1965 totals.

Estimated at around $6 million during 1965, deliveries of aircraft and spare parts should total around $11 million during 1966.

Buys jets

Middle East Airlines has placed an order for delivery in 1967 of three Douglas Super DC-8 61 C/F airliners valued with spares at $35 million, with an option to buy four more. This order is expected to spur sales of additional American aircraft throughout the Middle East.

Construction equipment for buildings and roads and grain storage silos for the

U.S. AMBASSADOR Dwight J. Porter (left) chats with Sheik Najib Alamuddin, Lebanese Minister of Public Works and Chairman of Middle East Airlines, at ceremonies connected with the signing of an MEA agreement to buy three Douglas DC-8 jet airliners. Background scenery was provided by MEA.

Port of Beirut offer additional prospects for American sales during 1966.

The Government has outlined a Five-Year Plan to provide for the basic economic facilities on which a prosperous and expanding economy may be based. Specific items in the plan offer interesting opportunities to U.S. consulting firms to work out the details of needed projects.

Projects will include the further development of electric power resources, distribution networks for potable water, irrigation schemes, road construction and extension of telephone and communication facilities. The automatic telephone network which is to be made nationwide will necessitate the purchase of automatic telephone exchanges, cables, microwave links and other equipment. The plan calls for installing 66,000 new telephone lines by 1969, in addition to automatic telephone links tying Lebanon to other parts of the world.

The electric power development program is to be stepped up. The demand for electrical energy has been growing at an annual rate of 15%. Although several power plants, transmission systems and other electrical projects have recently been constructed, the Government of Lebanon has embarked on an additional power development program to meet the anticipated growing demand for electric power as well as irrigation.

This program includes the construction of a new 48-megawatt hydroelectric plant at Joun. Bids on a worldwide basis have already been invited and construction is scheduled to start this year. The Joun plant is the third one to be constructed within the framework of the Litani Hydroelectric Development Projects.

There is rising investor interest in Lebanon, particularly since Lebanon is not included in the countries covered by the Interest Equalization Tax. Existing American investments include Trans-Arabian Pipeline Co., a pipeline and terminal operation; the American share in the Iraqi Petroleum Co., another pipeline and terminal; the Mediterranean Refinery Co., petroleum refining; Caltex; Esso and Mobil Oil and Gulf Oil's interest in HYPCO, oil distribution; Phillips Petroleum's joint venture with Plastex to produce petrochemicals; Esso Fertilizer Co., agricultural chemicals; Frosst (Merck Sharp & Dohme), pharmaceuticals, and Greenleaf S.A., (International Basic Economy Corp.), food products.

Other American investments established in Lebanon include the Phoenicia Hotel (Intercontinental Hotels), Foremost Dairies, Sipes Paint, International Business Machine, National Cash Register, Pan American, Chiclets, and Procter and Gamble.

A number of other American firms are producing products or offering services in Lebanon on a franchise basis, such as Hertz, Avis Rent-a-Car, Seven-Up, Coca-Cola, and Kimberly-Clark.

New investment interest is very strong. Although for the most part it is concerned with new hotel projects and the manufacture of a number of consumer items, it even extends to the banking business.

Prosperous by Mid-Eastern standards, booming by any standard, Lebanon is rapidly resuming its historic role as the center of trade for the Middle East.

Export licenses needed for shipments of hides, skins

The Department of Commerce has announced that a validated export license will now be required for shipments of cattle hides, calf and kip skins, and bovine leathers destined anyplace in the world except Canada.

The restriction became effective at 12 noon, March 7. It does not apply to any shipments then on board vessels, or in port and scheduled for loading.

Validated export licenses previously were required for these commodities only when destined to Far Eastern Communist countries and Cuba.

The Department said the controls were broadened because of the extraordinary recent increases in such exports.

Shipments valued at $100 or less can move under General License GLV when destined to any country except Sino-Soviet bloc nations, Hong Kong, and Macao.

The new regulation was announced in Current Export Bulletin 929. Copies are available at 25 cents in Rm. 6043, Department of Commerce, Washington, D.C. 20230, or any of the Department's 42 Field Offices.

French producer of locks seeks license arrangements

A manufacturer of locks, letter, cash, and tool boxes and plastic hardware seeks licensing arrangements to make additional locks.

The firm was established in 1961 by a group of industrial concerns to act as a common sales agency to serve such areas as the Common Market countries, Africa and South America. The concerns employ approximately 1300 people. Reportedly, the lock company is well managed and expanding its business.

Write: COVIMEX, Boulevard du Marechal Foch, Friville-Escarbotin (Somme), France. WTD.

FRANCE

Buying spree continues

By THOMAS E. DRUMM, JR.
Counselor for Commercial Affairs
U.S. Embassy, Paris

The prediction implicit in the title to last year's article "Buys By the Billion" which appeared in INTERNATIONAL COMMERCE on the outlook for U.S. trade with France is borne out in the French Government statistics just released which show U.S. exports to France in excess of $1 billion for the second straight year.

United States exports to France in 1965 reached the figure of $1.088 million c.i.f. This follows the all-time record high of $1,136 million in 1964, which represented a 26.5% increase over the previous record, set in 1963. France became the fifth most important market for U.S. exports in 1964.

In order to appreciate the size of the recent gains in U.S. exports to France it should be noted that the annual average of U.S. exports to France for the last three years is more than double the annual average in the decade of the 1950's ($507 million).

The sustained high level of exports to France attests to the abundant opportunities for sales of U.S. products in this rich market.

A review of the products in which trade has increased show that in 1964 there were increases in French imports from the U.S. in 82 out of the 99 categories of goods under the Brussels nomenclature. In calendar year 1965 there were further increases in 42 and declines in 35.

The growing importance of the U.S. market to France is also reflected in the increase of French exports to the U.S. which reached $594.5 million f.o.b. in 1965, up from $470 million in 1964 and $420 million in 1963.

Thus, while the U.S. has enjoyed a very favorable balance of trade with France, the French have been achieving an expanded market for their goods in the U.S. over the past few years.

There was some deceleration in the rate of economic growth in France (2.7%) in 1965. In 1966, which is the first year under the Fifth French Plan for Social and Economic Development, the projected gain in GNP is set at 4.7%.

The recent further reduction of 10% in the Common Market internal tariff will sharpen competition within the market. It will be necessary for American producers and traders to keep this factor in mind in order to maintain a competitive position. However, the French import market continues strong, and imports from all sources are expected to increase by 10% in value during 1966.

The U.S. will participate officially in the specialized Paris exhibit known as La Vie Collective, to be held from May 19 to 23. United States companies will exhibit advanced teaching and audio-visual training aids.

The U.S. also plans to participate in the Packaging and Food Processing Shows to be held in Paris November 13-21. Packaging and food processing machinery and supplies will be exhibited at these Salons.

America Weeks have been scheduled with important French department store and retail chain store outlets. These promotions include sales of American goods at 253 outlets throughout France from April 16-30; at a leading French department store, Galeries Lafayette, March 15 to April 2; at Au Bon Marche from March 26 through the first weeks in April; and at Seret, a St. Quentin department store.

With added conviction, the concluding words of last year's article are repeated —"Given the past record of performance of U.S. products in the French market, and continuing favorable market conditions, it appears that the opportunities for continued successful penetration of the market by U.S. goods in the near term are excellent."

ROBUST FRENCH INDUSTRIES are buying ever greater quantities and varieties of U.S. products.

Philippines accelerating

Both Government and private officials share in revival of optimism

By JOSEPH RAND
Commercial Attache,
U.S. Embassy, Manila

Top Philippine Government officials see accelerated Philippine economic development and predict vigorous expansion of the economy in 1966. Their year-end reports anticipate increased investment, net earnings, agricultural production, exports and international reserves.

They also predict greater liquidity, partly due to the government's abandonment of its export earning retentions, thus releasing about a quarter of a billion additional pesos into the market each year. Existing large inventories are expected to hold prices down.

Private businessmen express the same cautious optimism. The president of a leading business chamber points to the fact that the election year is over, and with it the political uncertainty which had contributed to the deferral of plant expansions. He also expects stability to result from the recent fixing of the exchange rate.

A financial leader also predicts that 1966 will be a good year for Philippine business, basing his forecast in part on the recent relaxations in credit and the selective refinancing of private industry, which he considers likely.

One of the country's most respected economists believes that the business and financial community is experiencing a gradual revival of optimism. He ascribes this new buoyant feeling to confidence that the new administration will take steps to encourage private business. He believes that these initiatives should lead to increased productive activity, use of idle capacity, employment of resources, and a greater equilibrium in prices. He emphasizes the possible benefits of the administration's determination to curb smuggling.

Plain fact

In addition to expert opinion, there is also plain fact. There are specific industrial developments on the drawing boards. The sugar industry, for example, has announced its intention to diversify its operations into other agricultural fields, particularly in cattle and hogs. Food processing development is moving forward. Additional wood processing facilities are in the making, and manufacturing activity is anticipated in the fields of carbon black and a variety of other products. Much of this additional investment is American.

Welcome mat

Foreign investment in the Philippines will, of course, be made in direct relationship to the kind of welcome mat which is placed at the door. The size and shape of the invitation will have a direct bearing on the number and quality of guests who respond. There are a number of aspects of the investment climate which have given prospective investors pause, but American companies who do respond must also understand Philippine aspirations. They must also understand that America has a real stake in the continuation and expansion of Philippine economic development.

U.S. exports to the Philippines should increase substantially in 1966. Exports suffered last year not only from foreign competition but because in late 1964 there was an extraordinary buildup in Philippine imports from the United States in anticipation of the automatic increase in Philippine tariffs under the Laurel-Langley Agreement (75% to 90% of tariffs levied against other countries).

A year of adjustment has now taken place and the 1964 borrowings from 1965 have been absorbed. However, trade patterns between the countries will change and the expansion of U.S. exports depends heavily on the increased economic prosperity of the Philippines.

Many factors are working in the U.S.'s favor. Perhaps our greatest trade advantage is the deep-rooted conviction that "American goods are better." Filipinos will buy American machinery, American canned food, American pharmaceuticals —virtually any American product—in preference to others, even if they look the same side-by-side. They will pay more for American goods.

Experience pays

The answer lies in their experience with American quality and reliability. Filipinos, and their grandfathers before them, have learned that American goods are well-built, that American goods adhere to specification and perform well. They know that American goods last long, that they are "fixable," and that the manu-

BUSTLING PHILIPPINE ECONOMY should provide market for substantial increases in imports from U.S. in 1966. Below, U.S.-made heavy equipment works on Angat River hydroelectric project.

facturer will make good if anything goes awry.

Filipinos know that American spare parts and service are always available. They know that American goods are attractive. They know that American goods are well-packaged and fairly-priced.

There are more than 30 million Filipinos and they buy about a third of a billion dollars in American goods each year. This accounts for about 40% of all Philippine imports—imports of every conceivable variety.

Demand skyrockets

The Philippine population is increasing by more than a million people each year. Their demands increase geometrically. The Presidential Economic Staff has predicted the following increase in demand, for example, of annual consumer goods from 1965 to 1970: automobiles from 16,500 to 31,600, transistor radios from 315,000 to 545,000, television sets from 34,000 to 63,000, refrigerators from 20,000 to 36,000, and room air conditioners from 11,000 to 18,000.

How are U.S. exporters going to participate increasingly in this expanding market? The answer lies in continued excellence of product, continued reliability and good service, in timely deliveries, and in reasonable prices and competitive financing.

Japanese and European competition becomes more aggressive and offers more flexible and liberal terms.

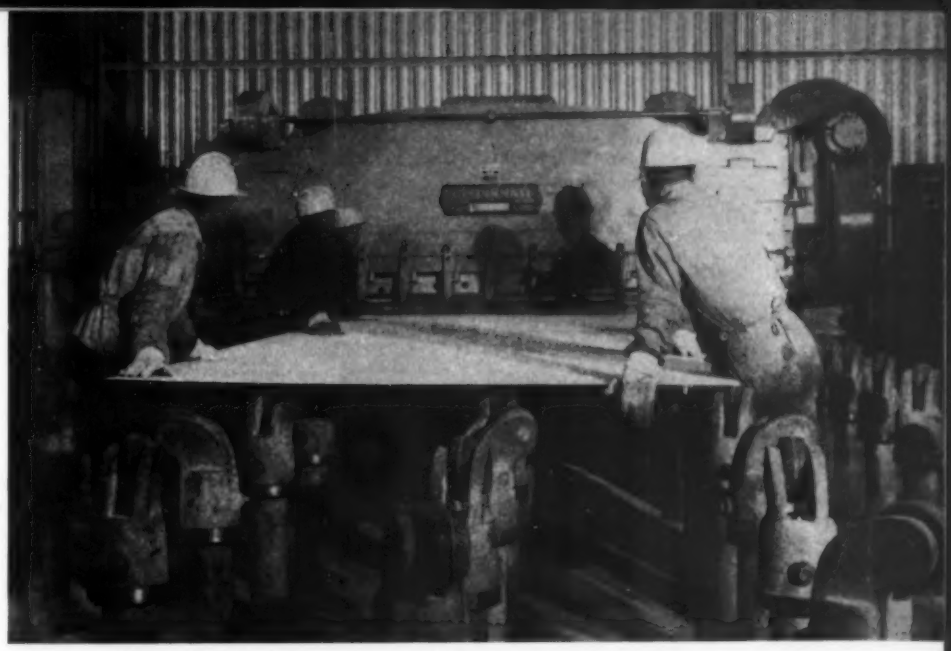
The period of preferential access for U.S. goods in the Philippine market is passing and American exporters must rely more on salesmanship and competitiveness of product.

Tailored to market

Some additional consideration should be given to tailoring the product to the market, especially that portion of the market which may not be affluent. It is many times easier to retain than to regain a market.

The U.S. Embassy in Manila offers an export aid available in only a few other Embassies—the Sample Display Center. After prior arrangement with the Department of Commerce in Washington, the Embassy will display U.S. products at its Center and invite prospective local distributors to see, examine, and discuss the product. The best prospects are selected and recommended to the American exporter.

This service should be of particular interest to American manufacturers who have never exported to the Philippines before.



U.S. MADE PLATE SHEARING equipment does the job at resurgent Italy's new Terninoss steel plant.

Italy regaining momentum, expects 15% import jump in '66

Key indicators point to resumption of growth rate of '50's; Fiat's 1965 output went over one million cars for 1st time

After three years of uncertainty, the Italian economy appears primed for a more prosperous 1966, offering the United States a good opportunity to share in the projected 15% increase in imports this year.

A report from the American Embassy in Rome says that the market looks very favorable for sales of the following U.S. products: industrial equipment and machinery, aircraft, construction equipment, hospital equipment, scientific and laboratory instruments, railway signalling equipment, supermarket and department store equipment, equipment for modernization of postal services, and telecommunications equipment.

While Italian recovery in 1965 from the previous year's recession was slow and uneven, the year ended with many hopeful indications that 1966 would see a renewal of the nation's growth rate of the 1950's.

One big reason for optimism is the government-planned investment program of over $2 billion during the year, including $432 million to develop Southern Italy; $144 to $160 million for new schools; $211 million for scientific research; $32 to $40 million for hospitals; $250 million for new highways; $288 million for railway installations; $24 million for vehicular traffic improvements; $12 million for seaport improvements; $21 million for new aircraft; $254 million for petroleum development; $384 million in metalworking industries; and $715 million in electric improvement.

Another optimistic sign is the improved confidence in business circles, prompted by such hopeful indicators as brisk holiday sales, a continuing high rate of export sales, a 25% gain in the stock market from the low point of the year, and a rise in total industrial production.

Several key industries achieved record performances during the year. Fiat produced over one million automobiles for the first time, the steel industry set a new production record and parts of the chemical industry also made major gains.

Despite the unpromising outlook of a year ago, the Italian economy may have turned the corner in the last quarter of the year. The U.S. retained its 13.5% share of the market, and this year, with the Italian economy strong enough to support record import levels, American exporters should aim for record sales in Italy.

BUSINESS AS USUAL was the order of the day in Guatemala as the nation awaited the results of its Presidential election. The lady under the parasol obviously didn't let a little thing like construction of a section of the Pacific Coastal Highway disrupt her daily shopping routine.

Guatemala looking to 4th straight year of economic growth in '66

Prospects for continued gains hinge on Government turnover; U.S. interests join in several new industrial ventures

An estimated increase of over 5% in the gross national product (GNP) reflected Guatemala's third straight year of prosperity, with agriculture, industry and commerce all sharing in the growth. Imports continued to set new records, and the country signed a $15 million stand-by agreement with the International Monetary Fund.

Foreign investment interest continued strong in the face of kidnapings of several Guatemalan business leaders and the general unease preceding this month's scheduled Presidential election.

Prospects for further economic improvements for 1966 hinge on a smooth transition from military to civilian Government, relatively favorable coffee and cotton prices, improvement of the unfavorable trade balance, and a restoration of business confidence.

Preliminary estimates place Guatemala's 1965 GNP at $1,380 million, at constant 1958 prices. The GNP had increased nearly 7% in 1964. With a population growth rate of about 3.1%, the net per capita income increase was about 2% for 1965. Agriculture accounts for nearly 28% of GNP, industry 15%, and commerce 30%.

The 1966 Guatemalan budget anticipates total expenditures of $155.2 million, somewhat higher than actual 1965 expenditures. There is a sharp increase in the Ministry of Communications and Public Works budget, presumably reflecting the growing government role in both electrification and communications.

Commercial credit is increasingly tight in Guatemala due to the growing demands for credit by the industrial and commercial sectors of the economy, and an apparent determination by the Bank of Guatemala to control credit for non-essential imports. During the fourth quarter, commercial banks were forced to roll over credits to cotton producers faced with late maturing crops, and to coffee producers unable to sell their bumper crops because of International Coffee Agreement quota restrictions.

Talks founder

Negotiations between the Agency for International Development (AID) and sponsors of a new private investment bank broke down in mid-December, and AID was forced to withdraw it $5 million loan in the face of inability to overcome legal obstacles.

Guatemala's balance of payments deficit grow sharply during the year. Although no official figures are available, it is estimated that imports equaled at least $220 million, f.o.b., and exports about $180 million, f.o.b. The $40 million deficit is nearly double the 1964 figure.

Imports of luxury items continued at record levels throughout the year, and many new industries, granted exemption from import duties, are assembling imported semi-manufactured goods into consumer products. Final import data for the first six months of 1965 show that the United States accounted for $45.2 million, or 42% of imports for the period. During the full year 1964, the U.S. share of Guatemala's imports was $89.9 million, 44% of the total.

The Government decreed a Christmas bonus of half a month's salary for all civil servants, wage earners, and rural workers. Consequently, Christmas season sales were unusually brisk, and domestic trade reached record levels during 1965.

Industrial growth was over 4% in 1965, or somewhat less than the two previous years. Textile, footwear, food processing, woodworking, paper and paper products, rubber and chemical products, and non-electrical machinery producers all increased their output substantially. Industrial consumption of electrical power in Guatemala City increased 27%, an indication of increased plant capacity as well as new industries.

Although lack of confidence may have resulted in decisions to cancel or postpone certain investments, a number of

previously planned investments are proceeding, particularly in the mining, textile, drug, and food industries.

Two new factories with important American backing began operations during the quarter. Cajas y Empaques Guatemala, S.A., half-owned by Weyerhauser Company, inaugurated its $1.5 million corrugated cardboard box plant.

Galvanizadora Centro America, S.A., began operations in Guatemala City during the quarter. Galvanizadora is a joint investment of $1.5 million by two Japanese steel companies, Guatemala businessmen and the Glidden Corporation. Initial production of some 1,000 metric tons of galvanized steel sheets per month is anticipated, and production will be progressively doubled.

Another U.S. firm, Tappan Company, announced that it had entered into a joint venture with Industria Metalurgica Centro America, S.A., to produce gas and electric stoves, as well as hot plates.

International Nickel Company's Guatemalan subsidiary, EXIMBAL, which has a 40-year concession to explore for nickel in the Lake Izabal area, has reportedly invested $2.5 million in the project. The total investment may eventually total $50 to $75 million. According to the present schedule it will be mid-1969 before the company will begin exports.

Exports of green coffee from the 1964-65 crop totaled 1.3 million bags (60 kilograms each) down 13% from the previous year's crop. However, the f.o.b. value of coffee exports amounted to nearly $78 million, a decrease of only 3% from the previous year.

The United States remained the leading export market by taking 62% of total coffee shipments, while West Germany ranked second with 21%. Production in the 1965-66 crop year is expected to increase 23%, reaching nearly two million bags. If Guatemala is to remain within her assigned quota it may be necessary to retain a substantial amount of coffee from the new crop.

Cotton production in 1965-66 will total about 350,000 bales, up 17%. Industry sources reported that almost 90% of the new crop had been contracted for at prices about one cent per pound less than received for the 1964-65 crop.

The Government-owned Airlines, Aviateca, purchased two new Douglas DC-6B aircraft to meet the demands of its expanding operations. Aviateca expects to purchase a modern jet during 1966 to expand services through Central America on to Panama and Jamaica and other Caribbean islands, perhaps including Puerto Rico.

Best economic year ever whets Nicaragua's appetite for more

Annual GNP growth rate averaged over 8% for past four years; businessmen report 15-20% retail sales jumps during 1965

Nicaragua has just ended its best economic year in history, and the prospects are for continued substantial expansion in the economy during 1966. Although the Government has not yet estimated the growth in Gross National Product during 1965, the rate of expansion was probably close to the 8.1% average of the previous four years. Businessmen reported retail sales of 15-20% above 1964, while price increases were relatively moderate. All economic indicators reached the highest year-end levels of recent years. Coffee exports and especially the record cotton crop were the principal causes of the expansion. It was also helped by growing industrial activity, private construction and public works programs.

Record exports

Exports in 1965 were up by about 17%, reaching the highest level in Nicaraguan history. The record cotton crop of 543,000 bales yielded $66 million in exchange earnings, compared with $51.4 million in 1964. Similarly the value of cottonseed exports increased from $6.5 million to $8.6 million. The other major export gain was in coffee, which went up from $21.3 million in value to $25.5 million. Shrimp exports continued to rise, while exports of bananas, sugar, meat and soluble coffee were down. Exports are expected to be down somewhat this year as a result of drought damage to crops in 1965.

Imports rose even faster than exports, increasing by 27.3% and probably reached $210-220 million. Almost all categories of imports were up, but the most striking gains were in machinery and transportation equipment, up from $24.5 million in 1964 to $34.8 million in 1965. Imports of chemical products went up from $18.8 million to $21.1 million and imports of manufactured products classified according to material increased from $23.4 million to $29.6 million.

United States shipments to Nicaragua probably reached roughly $86 million c.i.f. in 1965, compared with $72.5 million in 1964. Major increases were in motor vehicles, industrial and electrical machinery, manufactured goods and chemicals. However, the U.S. market share appears to have dropped sharply from 47% in 1964 to roughly 40% in 1965.

Better yet in '66

Opportunities for U.S. exports should continue to rise in 1966. The increase in construction activity will generate a demand for hardware, structural steel, reinforcing rods, and other materials used

RECORD EXPORT LEVELS were a leading ingredient in Nicaragua's bright 1965 economic performance. This merchant ship is taking on a cargo of cotton bales and seed at the remodeled port of Corinto.

VOCATIONAL STUDENTS at the National Technical School study the mysteries of tractor motors. Growing industrialization in Nicaragua is increasing the need for a technically-trained work force.

in construction of all types. The rising pace of industrialization will create additional markets for raw materials and machinery.

The market for automobiles, trucks, and agricultural equipment should continue to be good. Nicaragua is in the market for two locomotives and may be buying some telecommunications equipment.

Retail sales in certain lines will probably be even better than last year according to some businessmen. Retail sales for 1965 appear to have been 15-20% higher than in 1964, and businessmen reported Christmas sales were excellent.

Trade flows during the coming year are likely to be altered somewhat by new monetary and credit policies adopted by the Central Bank to restrain the rapid rise in imports, channel more commercial bank resources into agricultural production and industrialization, and to finance export expansion.

Private loans limited

The Central Bank is requiring private commercial banks to limit their loans to private business to the same level as in 1965; finance their loans for the next cotton and coffee crops and for cattle fattening during the 1966-67 agricultural year from loans obtained abroad; and invest any surplus resources above their authorized levels in Central Bank bonds, which will be used to finance export expansion and diversification through a production Development Fund.

The Bank reduced the legal reserve requirements on time deposits held by the commercial banks from 22% to 10% and those on savings deposits from 16% to 10%. The maximum interest rate on savings deposits was increased from 5% to 6%.

Special stimulus to the sawmill industry is provided by a recent law prohibiting the exportation of unprocessed wood, with minor exceptions, after January 1, 1967.

Nicaragua's trade with other members of the Central American Common Market (CACM) was the topic at a joint meeting of Central American ministers of economy and agriculture at Puerto Limon, Costa Rica last October, and again in Guatemala City in late January. At the Limon meeting, the ministers signed a Special Protocol on Basic Grains and adopted the Uniform Central American Customs Code Regulations which will result in some rather sweeping changes in customs procedures when they are put into effect. At the Guatemala City meeting, there was increasing interest in moving towards the broader, non-tariff goals of CACM integration.

Importers and wholesalers of medicine are now limited to adding no more than 30% of the cost to the medicine they deliver to their outlets, and retailers may not add more than 25% to this price.

Coordination

The Mexican and Nicaraguan Presidents agreed to coordinate policies for correcting the imbalance of Mexican-Nicaraguan trade, now heavily in Mexico's favor. They also agreed to coordinate policies for the defense of primary commodities in world markets, promotion of Nicaraguan industrialization, encouraging the flow of both public and private capital to Nicaragua, and stimulation of joint ventures.

Import and general commercial activity in Nicaragua is measurably stimulated by the brisk pace of construction in Managua. Construction is underway on: a seven-story "Palace of Justice;" the 90-room Karawala Hotel; two new supermarkets; two new buildings at the Central American University; three modern peripheral markets to replace the central market; and dwellings in both low and upper-income price ranges.

Construction is planned for: a 17-story office building designed by Edward Durell Stone; a new airport terminal building; 900 houses for middle income families; a plant to produce soldering rods for the Central American Market, and a plant to manufacture refrigerators.

Plans for several new industrial enterprises have been announced. Land for a new flour mill has been purchased on the road to Jiloa. The National Biscuit Company (NABISCO) has purchased part interest in the local biscuit factory *Galletas Cristal*, and plans are underway to expand the firm's present facilities.

Insecticides and beer

A firm will soon be selected to construct a caustic soda and insecticide complex in Managua for Hercules Powder Company, the Pennsalt Chemical Company, and Central American investors. Construction of a second brewery is expected to begin in the near future.

The B. S. Penick Company has signed an agreement with a Nicaraguan firm to build a plant to process achiote for export to the U.S., where it will be used for artificial coloring in cosmetics.

Industrialization and the economy are being further stimulated by a recent AID loan for $4 million and an IDB loan for $3.5 million to the National Development Institute, and an AID loan for $3 million to the Nicaraguan Investment Corporation. Also, the Nicaraguan Government plans $13 million in road construction and completion of the extension of the runways of the Las Mercedes Airport.

Drought hits Ethiopian agriculture, but industrial growth continues

Imports expected to grow much faster than exports in 1966; trade with U.S. is running heavily in Ethiopia's favor

Developments in the Ethiopian economy were mixed during the latter part of 1965. Agriculture, which still constitutes the backbone of Ethiopia's economy, had difficulty in holding its own, owing primarily to bad weather. Industrial expansion continued at a more satisfactory rate, however.

Imports are expected to rise considerably faster than exports during 1966.

Perhaps the most important development for the long run is the growing attention being paid to agro-industries. An AID-sponsored survey in this field was announced.

The drought has resulted in the authorization of relief grain from the United States and a rise in grain prices. Production estimates for other major crops—oilseeds, pulses, sugar cane and cotton—are about the same or only slightly less than the previous crop year, while coffee production increased. Efforts to expand the production of pineapples, tea and sisal showed some results, but little progress was made on land reform during 1965, although a Land Reform Authority was established last July.

Coffee production for 1964-65 is estimated at 150,000 metric tons, of which 74,600 tons were exported. Coffee production for the 1965-66 season is expected to be slightly higher. This, plus a carryover estimated at 50,000 tons, means that Ethiopia will have no trouble meeting its 1965-66 export quota of 70,500 tons.

The most important recent industrial development was the conclusion of final financial arrangements for an $8.7 million pulp and paper factory. The American firm Parsons and Whittemore will construct the plant, and several Ethiopian organizations, the International Finance Corporation and the Export-Import Bank will participate in its financing.

Surplus

In Eritrea, a 70,000-ton cement factory, constructed by Krupp of West Germany, recently began production. The opening of this plant, Ethiopia's third, the country is expected to leave a surplus of cement for export.

The number of visitors coming to Ethiopia during 1965 rose steadily and earnings from this source were greater than for all but a few export commodities. An Italian firm is presently surveying Ethiopia's tourist potential.

Despite considerable activity there were few significant developments in the field of minerals.

Two important agro-industrial developments are being undertaken with U.S. Government assistance. One is a $1 million survey designed to undertake a thorough review of Ethiopia's agricultural potential, the problem of its modernization and the development of agricultural export industries. The second is a large-scale regional livestock development project at Borano which seeks to develop large, disease-free herds as well as a meat processing industry for exports.

Other projects in various stages of development include a plant to process oleo resin paprika for export, a large-scale poultry raising project also for export, an oilseed factory, and expansion of meat packing and sugar production.

Foreign assets up

Ethiopia's external payments position during the first six months of 1965 was good, with an over-all surplus of $22 million. Foreign assets stood at $91 million at the end of the third quarter, compared to $78.2 million at the end of September 1964.

According to National Bank figures, Ethiopia's trade position was favorable during the first nine months of 1965, with a surplus of $9.6 million. Exports rose 6% over the comparable 1964 period, while imports increased by 17.3%. Coffee, which accounted for over 65% of exports, earned $69.9 million during the coffee year ending September 30.

Efforts to increase U.S. exports to Ethiopia appear well justified. Although the United States is Ethiopia's best customer, it ranks only sixth as a supplier of goods. Ethiopia sold $51.6 million worth of goods to the United States in 1964, but imported only $12.5 million, including AID-financed shipments.

SWITCHBOARD OPERATOR at the Central Telegraph Office in Addis Ababa will be increasingly busy as Ethiopia's communications grid expands.

During the first nine months of 1965 exports to the United States totaled $56.6 million, while imports amounted to only $9.5 million. U.S. Bureau of the Census data show U.S. exports to Ethiopia totaled $21 million, while imports amounted to $63.6 million for full-year 1965.

In an effort to improve the United States' unfavorable trade balance a U.S. Trade Mission visited Ethiopia in November and a solo U.S. trade exhibit will open in Addis Ababa on March 19.

Ethiopia's budget estimates for the fiscal year ending July 7 show total revenues at $172.3 million and expenditures at $182.2 million, or a projected deficit of $10 million. Expenditures are estimated to have increased by $22 million.

Ethiopia is developing plans to turn Assab into a major port, which will lessen the capital's and southern Ethiopia's dependence on the foreign port of Djibouti. A Bulgarian firm was awarded a contract to prepare a detailed plan for the port. Progress on developing the country's network of highways continued, including the road which will eventually connect Addis Ababa and Nairobi.

In the area of communications, Ethiopian television finished its first, unspectacular year.

Statistical studies presently being made by the Central Statistical Office give good reason to hope that improved data on Ethiopia's population will soon be forthcoming. The studies will produce a fund of information on birth rates, age levels, consumption patterns and the composition of Ethiopia's urban population.

Colombia expands free list, tightens registration controls

Prior import license requirement waived for 140 tariff commodities

The Colombian Government has transferred 140 tariff commodities to the "free list" (no prior import license required), raised duties for 115 commodities, and tightened registration controls.

Items of importance to U.S. trade added to the free list include many chemicals (methanol, acetone, vinyl chloride monomer, acetic acid alcohols, amino acids, styrene monomer, fuel additives, photographic chemicals), curd, colophony, short fiber cotton, acrylic fibers, a broad range of iron and steel products (sheet, bars, blooms, wire, rails), unwrought aluminum and hollow bars, zinc and several non-ferrous metal products, television tubes, bottled wine and cigarettes.

Three items—oil-cake and the like, combed or carded cotton, and cullet and glass in the mass—were formerly prohibited. Products in 22 tariff positions were formerly imported exclusively through the preferential market. They include wool, copra, cacao, pharmaceutical chemicals, and tinplate and other metal items. These goods are now eligible for importation either at the preferential rate of exchange with an import license, or at the intermediate rate without a license.

Duties were adjusted on 115 tariff positions. All but four of the changes were raises, and all but 12 products affected are now on the free list. Most adjustments affect chemicals and metal products. The increases for chemicals generally range from 5 to 10%, for iron and steel, 10%, for other metal products, 7 to 20%, and for a few consumer items, 25 to 40%.

Tightening registration

Registration controls were tightened by three measures which alter the procedures and fees connected with the import registration process.

The first provides that fees charged for import registration application forms will no longer be refunded if the import license application is rejected. This is intended to increase revenue for Superintendency of Foreign Trade operating expenses.

The second measure provides that the 1% surcharge on the f.o.b. value charged by the Bank of the Republic must be paid at the time of application for import registration, and is non-refundable. Previously the surcharge was collected at the time of exchange purchase, which allowed hoarding of approved import registrations.

The third measure establishes study of prices on import registration applications for over-or-under-invoicing to detect possible exchange loss or contraband.

India changes policy on exports of mica

India will require exports of all categories of mica other than fabricated varieties to have irrevocable letters of credit opened in favor of the exporters amounting to 100% of the invoice value of the shipments instead of the previous 90%, effective April 1.

The fabricated varieties include micanite, built-up-mica, mica tape, mica cloth, mica silk, mica paper, mica folium, mica cut or punched to specified sizes and shapes and mica powder and, may continue to be exported without the letter of credit and export floor price limitations.

The Ministry of Commerce has announced the following changes in the floor prices of certain varieties of mica:

- The minimum f.o.b. export price of No. 6 Cheap Loose Splittings was reduced from 35 cents to 28 cents a kilogram. This became effective Feb. 1.
- Effective April 1, exports of Indian Block Mica (selected-to-cut pattern, Grade 6, Stained A) will be allowed at or above the following minimum f.o.b. prices per kilogram (all are price increases): STC 1⅜" diameter: $6.65 (31.68 rupees); STC 1½" diameter: $7.58 (36.08 rupees); STC ⅞" x 1⅝": $6.65 (31.68 rupees); STC 1¼" diameter: $6.43 (30.58 rupees).
- Exports of mica scrap and mica waste will be allowed at or above the minimum f.o.b. price of $63 a metric ton effective April 1. This represents an increase from the minimum f.o.b. price of $42 in effect since Mar. 11, 1964.

Thailand emphasizes economic growth

Thailand's budget for fiscal 1966 (Oct. 1, 1965-Sept. 30, 1966) totals $694 million, an increase of 16.3% over 1965.

The Ministry of National Development for the second straight year has the largest single share of the budget, with a total of $136 million, 32.4% over the 1965 budget figure. Within the Ministry, the largest increases will go to the Highway and Irrigation Departments with $72 million and $41 million, respectively.

Planned expenditures for basic economic facilities, which reflect good business opportunities for U.S. exporters and investors, total $108 million. The largest part of that amount will be spent for a highway development program which stresses the construction of primary routes but also includes sizeable appropriations for secondary roads. Other budgeted expenditures include: power development, $16 million; air transportation, including new airport construction, $4 million; and rail transportation, $3 million. Allocations for harbor improvement and telecommunications are below the unusually large 1965 levels.

The budget, which also includes significant increases for the Ministries of Education, Interior, and Defense, calls for a deficit of $105.8 million. The deficit, although somewhat larger than in 1965, is less than in 1964, and, in view of the Government's tradition of prudent fiscal and monetary management, is not expected to result in undue inflationary pressures.

For a loan copy of an analysis of the budget prepared by the U.S. Embassy, Bangkok, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Ecuador requires partial prepayment of duties

Ecuador now requires prepayment of 10% of the custom duties on List I (essential) items and of 45% on List II (non-essential) items.

A separate action levies a stamp tax on the c.i.f. value of imports of 5% for List I items, 7½% on List II items. The same decree lifts import duty exoneration from certain groups.

Chilean importers will purchase $80 million worth of commodities from U.S. firms during fiscal 1966

Expect Alliance for Progress loan to be used for capital investments in industry, agriculture, other priority areas

Chile will receive an Alliance for Progress loan of $80 million to finance essential imports from the U.S.

The loan will generate local currency as dollars are sold to Chilean importers for escudos, Chile's unit of currency. The escudos will be used for capital investments in agriculture, industry, mining, education, transportation and other priority fields.

Including this latest loan, authorized by the Agency for International Development Chile has received $250 million in Alliance for Progress credits since 1963. Preceding loans of this type to Chile were for $35 million in fiscal year 1963, $55 million in 1964 and $80 million in 1965.

During 1965, Chile's gross national product rose by more than 5%—twice the rate of increase of the previous two years. Real wages rose an estimated 10% over the previous year and the rise in living costs in 1965 was 25.9% compared to 38.4% in 1964.

Construction programs

Programs enacted during 1965 included construction of 50,000 dwellings along with 40,000 emergency housing units for victims of earthquakes and floods and 1,461 new schools. Two years were added to the primary school period under the country's educational reform program.

Roads built or improved covered 3,666 kilometers and more than 700,000 acres of land were purchased or earmarked for resettlement as part of the national agrarian reform plan to get land to small farmers.

Tax collections under new tax laws and improved tax administration increased 26%.

Legislation for agrarian reform, labor code reform, changes in dismissal procedures for private employees, improvement in workmen's compensation and family allowance laws and reform of the system for placing stock offerings before the public is now pending with the Chilean Congress.

Chile's plans for accelerated progress, outlined to the Inter-American Committee on the Alliance for Progress, will seek increased agricultural production, improved educational opportunities and greater industrial development.

The $80 million loan is repayable in dollars within 40 years, including a 10-year grace period.

Kenya to get more corn under Food for Peace

The U.S. and Kenya have further amended a Food for Peace agreement to finance the dollar-credit sale of additional corn to help relieve shortages caused by prolonged drought in Kenya.

The amendment provides for $3.2 million worth (including $354,000 for certain ocean transportation costs) of corn.

The approximately two million bushels of corn will be made available in fiscal year 1966. Credit purchase authorizations will be announced as issued and sales will be made by U.S. traders.

Export procedures suggested for book shipments to India

Prompted by numerous claims involving some Indian book dealers, the American Consulate General, Calcutta, has urged that U.S. exporters of books to India follow recommended shipping procedures to avoid trade complaints arising out of non-payment for or non-receipt of books.

The exporter should ascertain, before making shipment, that the importer has the required import license, which assures that foreign exchange is available for payment. It is recommended that the license number be clearly indicated on the package.

Shipping by registered book post instead of ordinary book post, in addition to protecting against loss in transit or from pilferage, provides a record of delivery which would negate attempts to avoid payment by claiming non-receipt of books.

Except where relationships are already established, it is also recommended that books be shipped on a sight draft basis instead of a documents against acceptance basis, with the shipment addressed to the bank for the account of the importer. Documents should be sent to the bank immediately after the parcel is shipped.

U.S. bank will invest in Ecuadorean branches

The First National City Bank of New York is investing $200,000 in its branches in Ecuador, either in Guayaquil, Quito, or both cities to increase their working capital.

The investment will enable the Ecuadorean branches to provide additional funds to meet the needs of their borrowing clients, including subsidiaries and branches of U.S.-based corporations.

Investment guaranties totaling $200,000 have been issued by the Agency for International Development to the bank to protect against losses that might occur through nonconvertibiliy of local currencies and a similar amount against loss from expropriation.

Mexican mining operation to require U.S. equipment

A Mexican firm associated with Bethlehem Steel Corporation will purchase U.S. equipment and services needed to develop proven reserves of manganese ore in Mexico.

Compania Minera Autlan, S.A. de C.V.'s mining operation, about 150 miles northeast of Mexico City, will use a $5 million Alliance for Progress loan authorized by the Export-Import Bank to finance the U.S. purchases.

Total cost of the venture is estimated at about $18 million. The new facilities are scheduled for operation by 1968.

U.S. joins drive on smugglers violating world coffee agreement

Certificate of origin requirement to be broadened on April 1

The U.S. is joining other coffee-importing nations in a worldwide effort to cut down smuggling and improve compliance with national coffee export quotas assigned under the International Coffee Agreement.

As of April 1 an ICA-approved certificate of origin or reexport will be required for all imports of coffee grown in any of the 55 member nations of the ICA, regardless of the country of shipment. Coffee which was afloat from a non-member nation prior to April 1 will be admitted without a certificate, as will lots below a certain size and coffee designated for consumption on international carriers.

Previously, the certificate had only been required for shipments coming directly from the producing country. The text of the new U.S. regulation will be published as a Customs Circular.

Export quotas are a key element of the ICA. They are set by the Coffee Council at its August meeting each year, and are designed to keep the amount of coffee available for export in balance with the quantity needed for consumption plus reasonable stocks. This protects both producers and consumers from the wide price fluctuations which have resulted in the past from shortages and surpluses of coffee.

To guard against exports in excess of quotas, the International Coffee Organization requires that each export from a member country be accompanied by a certificate of origin, which is sent to the London headquarters of the ICA. The importing member countries have agreed not to permit the importation of coffee from member countries unless a certificate of origin is presented. These certificates are also sent to ICA headquarters, for matching with the certificates sent by the exporting country when the export was made.

Loophole

This system permitted member countries to import unlimited amounts of coffee without certificate from countries which do not belong to the Agreement. This has apparently contributed to the smuggling of uncertificated coffee from member countries to other member countries through intermediaries in nonmember countries.

Coffee smuggling is by no means new. Before the ICA came into effect in 1963 coffee was smuggled out of producing countries to avoid the export taxes which furnish an important part of government revenues in coffee-growing countries. The coffee smuggler could also avoid turning over the foreign currency earned by these coffee sales to his Government.

The establishment of export quotas added a further incentive to coffee smuggling, as such coffee would not be counted against the country export quota.

While the exact amount of coffee which moves in this fashion cannot be determined, an estimated 1½ to 2 million bags were involved in smuggling operations during 1965. This equals about 5% of the authorized quotas.

Of total U.S. coffee imports during the period October-December 1965 (green, roasted and soluble), 12.76% was transported by nonmember countries.

Nonmember producing countries shipped 3.04%. These shipments were and will continue to be exempt from the certificate system. Only 244,000 bags or 3.38% of U.S. imports during this period would have been affected by the new certificate regulation.

These figures indicate that reducing the clandestine movements of coffee should not significantly affect the ability of American coffee buyers to obtain coffee.

The major effects of the new regulation will be felt by the Netherlands Antilles, which trans-ships Colombian coffee, and by Malaysia and Singapore, which handled Indonesian coffee.

Million dollar lumber shipment bound for Japan

More than 21 million board feet of Northwest logs are expected to be loaded at the port of Portland, this month, bound for Japan.

The shipments, scheduled for loading on the Mitsui & Co. log carrier fleet, represent a contribution to the Northwest economy of more than $1 million, including the cost of stumpage, sorting, trimming, ship loading and port charges.

Brazilian saw firm wants joint venture

A Sao Paulo manufacturer of saw blades seeks a joint venture with a U.S. company, preferably one in the same or a related field of industry.

The firm, founded in 1940, produces a variety of saws including circular saws used in woodworking and plastic machines; blades for band saws and ginning mills; hollow ground circular saws; hand saws, hacksaws, timber saws and blades for cutting tobacco, paper and plastics. The firm is associated with Duromett Industria e Comercio de Acos S.A. which provides the special steel needed.

According to the firm, an initial investment of about $75,000 in machinery and capital at this time would open the way for a U.S. collaborator to acquire at least a 50% interest in the company in a short time.

The present plant, located in Taubauté, near Sao Paulo, has a covered area of approximately 37,500 square feet. A new site of about 2.5 million square feet has been acquired for the erection of a new plant. Present facilities as well as the land are reportedly free of mortgages.

The firm's products, which bear the trade name "Studenik," are handled through representatives in all major cities of Brazil and by 24 company salesmen. Also, the firm reportedly exports to Argentina, Chile, Peru and Mexico.

It is suggested that interested U.S. firms study Brazil's Foreign Investment Law covering remittance of profits before contacting the Sao Paulo firm.

An English language copy is available without charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Write: Studenik S.A., Industria de Serras, Facas e Ferramentas, Caixa Postal 4073, Sao Paulo, Brazil. WTD.

Swedish Government, labor plan work week reduction

The Swedish Government and the Swedish Confederation of Labor have agreed to reduce the work week for labor from 45 to 42.5 hours in 1968 and to 40 hours a week in 1970.

In 1968 the industries which currently have a five-day work week will reduce the number of hours worked per day from 9 to 8.5.

British engineering companies seek licenses from interested U.S. firms

Representatives of six concerns schedule visit to U.S. in May to discuss proposals with interested manufacturers

Six British industrial engineering firms, manufacturers of products ranging from dental equipment to solenoid switches, are interested in obtaining licenses from U.S. firms to manufacture products within their field of experience.

Leading executives of these firms plan to visit the U.S. as members of a Trade Mission in May and will be available to discuss in detail any licensing arrangements proposed by U.S. firms.

U.S. firms interested in any of the licensing proposals listed below may wish to write the British firms concerned and perhaps arrange appointments. The mission members have scheduled visits in New York and Chicago. Full details of the trade mission's visit will be carried in a later issue of INTERNATIONAL COMMERCE.

The six licensing proposals follows:

• A soleniod and switchgear manufacturer whose products are already sold in the U.S. is interested in manufacturing similar products under license for a U.S. firm in the United Kingdom.

Write: Albright (Engineers), Ltd., 125 Red Lion Rd., Tolworth, Surrey, England. Attn: V. Bedggood, Sales Director.

• A British firm manufacturing general light machinery including its LABORMIL universal machine and electric vibrators is prepared to negotiate with U.S. firms for the manufacture under license in the U.K. of U.S. machine tools, special design machinery and contractor's plant.

Write: Anthony H. Croucher, Ltd., Holybourne, Near Alton, Hampshire, England. Attn: A. H. Croucher, Director.

• A firm experienced in manufacturing small to medium machined components, would like to make hoists and similar finished products under license for a U.S. firm.

Write: Hanson Precision Engineering, Ltd., Waterloo Rd., Leamington, Hampshire, England. Attn: K. A. Jones, Director. WTD.

• A Yorkshire manufacturer proposes to make under license for U.S. firms products such as injection and blow molding equipment, packaging machinery and any light electromechanical device.

Write: Revel Engineering Co., Ltd., Stanningley, Pudsey, Yorkshire, England. Attn: K. Targett.

• This firm, located in Middlesex, is prepared to manufacture under license for U.S. firms a wide variety of precision products. These include dental and surgical instruments, X-ray theater and laboratory equipment, electromechanical instruments, measuring equipment, engineers' hand tools, machine tool attachments, control valves-servo-mechanisms, stainless steel pumps, valves and control mechanisms, and other small to medium sized precision engineering products.

Write: Rocket Precision, Ltd., Hayes Rd., Southall, Middlesex, England. Attn: G. Whitwam, Director.

• A British firm seeks to manufacture under license for U.S. industrial concerns items such as hydraulic and airframe aircraft components, industrial sewing machines, automotive and machine tool components and automatic turned parts and machined components of all types.

Write: Screw Machine Products, Ltd., Woodburn Green, Near High Wycombe, Buckinghamshire, England. Attn: Henk J. Holleman, D.F.M., Joint Managing Director.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

License for steel home components requested

A company which specializes in processing steel, steel alloy sheets and aluminum alloys seeks a license to manufacture such steel and stainless steel prefabricated home components as structural steel, flooring, and facades to be used in the construction of homes, hospitals and offices.

The firm has a reported annual sales volume of $17 million and owns and operates five plants in France. There are approximately 1600 employees including 22 traveling salesmen.

Write: Etablissement Krieg et Zivy, 9 rue Louis LeJeune, 92-Montrouge, France. WTD.

French firm wants license for floating fishing lines

A firm founded in 1860, wants a license to manufacture floating fishing lines and dry fly fishing. It currently produces a complete line of fishing tackle. The company reports annual sales of $3 million, employs 300 and has 12 traveling salesmen. It imports fishing accessories from the U.S., Great Britain and Japan and exports throughout the world.

Write: Etablissement Pezon & Michel, rue de Tours, Amboise (Indre et Loire), France. WTD.

Zambia to construct two power plants

The Northern Electric Supply Corp., Lusaka, Zambia is planning for the construction of two high head hydro-electric power plants at the following locations.

Serenje Hydro-Electric Scheme: At a site on the Lusiwasi river approximately 52 miles East of Serenje. Two 2,000 kw. or two 3,000 kw. in first stage, prepared for expansion to 12,000 kw. in respect to initial civil engineering works.

Mpika Hydro-Electric Scheme: At a site on the Luchenene river approximately 20 miles southeast of the Mpika District Headquarters. Two 600 kw. units in the first stage, prepared for expansion to 2400 kw. in respect to initial civil engineering works.

Tender qualifications are invited from interested contractors for the execution of one or both of the two schemes mentioned. Documents will be issued for civil engineering works including access roads or tracks, local housing, diversion weirs and headworks, low pressure conduits in reinforced concrete and/or steel, and high pressure penstocks operating under gross heads of approximately 1,700 ft. in the case of Serenje and 1,000 ft. in the case of Mpika, and the power station buildings and tailrace exits.

Separate documents will be issued for the electrical and mechanical engineering items which include hydro-electric turbo generator sets, circuit breakers, transformers, batteries and cranes. Transmission work is not included.

Tender documents were to be made available last month and firms interested in the civil engineering or electrical and mechanical portions of the scheme should submit as directed, a brief statement of their experience in works of this kind.

All statements of experience should be submitted to Watermeyer, Legge, Piesold and Uhlmann, Chester House. Cairo Rd., P.O. Box 1948, Lusaka, Zambia, with copy to Watermeyer, Legge, Piesold and Uhlmann, Alliance House, 12, Caxton St., London SW.1, England.

Iraq plans construction of teaching hospital

Iraq's Ministry and Housing invites bids from contractors, who are registered or intend to register, for construction of a Teaching Hospital at Basra City, before the bid deadline, June 15.

The estimated cost of this project is over $14 million, of which $10 million has already been allocated in the Iraqi 1965-9 Five Year Plan.

The Hospital and buildings will contain 505 beds; quarters or residences for nurses, doctors and medical officers; and civil, mechanical, electrical, sanitary works and auxiliary buildings. The contract also contains site works, air-conditioning, ventilating, heating, elevators, roads and pavements, as shown on the tender drawings and described in the documents.

Only contractors with previous experience in similar and large works should write to obtain tender documents from the Directorate General of Buildings (Main Building Projects Section), Ministry of Works and Housing, Salhiya (opposite New Iraq Museum), Baghdad, Iraq.

The tender documents and drawings are available for inspection or purchase from the above Directorate or at a Republic of Iraq Embassy located in Beirut, Cairo, London, Stockholm, Rome, Tokyo or Belgrade. The set of documents, containing two copies of general conditions, specifications and bills of quantities and one copy of a detailed drawing, with all addenda and instructions, will be supplied upon payment of $700, nonrefundable.

Firms purchasing documents are requested to notify the Directorate General of Buildings within two months after purchase date if they intend to participate in this tender. The preliminary guarantee of $448,000 must accompany all bids.

Turkish Naval Command asks for transceivers

The Turkish Naval Forces Command has issued two tenders for transceivers.

The first calls for 30 SSB/AM transceivers to operate in the 1.5 to 24 MHz range, have a maximum of 75-100 watt PEP (A3a), suitable for A1, A2, A2a, A3, and A3a, simplex and duplex operation, with four channel capacity SSB or AM. The bid deadline for offers on this tender request is Mar. 31.

The second tender requests 30 UHF transceivers, operating in the 225-399 MHz band, suitable for A2 and A3 emissions, with 10 channel capability and remote control. Deadline for tenders on this request is April 15.

English translations of either tender are available from Modern Tercume Burosu, 2 0/7 Menekse Sokak, Kizilay, Ankara, for $8 each, including air mail postage.

Remote control gear requested for Chile

The Chilean State Railroad has issued a request for tenders for a remote control and telemetering equipment system.

The systems are to be used to control two substations at Monte Aguila and Laja. Bidders must be legally represented in Chile. The bid deadline for this tender is May 2 at the Office of the Secretaria de la sub-Direccion de Organizacion y Modernizacion, Ferrocarriles del Estado, Alameda 924, Oficina No. 70, Santiago de Chile.

A copy of the specifications and bid documents, in Spanish, is available for review only at the Electronics Division, BDSA-6420, Rm. 4125, Department of Commerce. Washington, D.C. 20230. (Telephone: 202-967-4036).

Philippines seeks radio

The National Waterworks and Sewerage Authority of the Philippines has announced the availability of bid documents and specifications for a VHF mobile radio system. The documents may be obtained for $5.20 from the Office of the Chief, Procurement Division, National Waterworks and Authority, 176 Arroceros, Manila, Philippines. The bid deadline is Mar. 31.

Colombia will purchase equipment needed for hydroelectric plants

The Central Hidroelectrica de Caldas, S.A. (Caldas Hydro Electric Plant Corporation) Manizales, Colombia, an affiliate of the Instituto Nacional de Aprovechamiento de Aguas y Fomento Electrico (Institute of Water Works and Electrical Development), will issue tenders for the supply and installation of equipment for the Central Hidroelectrica de San Francisco (San Francisco Hydro-Electric Plant) which will have two 45,000 kw units in its first stage. The bid deadline is Mar. 21.

Equipment to be supplied includes floodgates for entrance to pressure pipe, pressure pipe, power house travelling crane, generators, principal transformers, diverse electrical equipment for dam, power house, sub-station, auxiliary transformers, signalling equipment, cables, turbines, regulators and spherical valves and pipe and pumps for auxiliary services.

The equipment in question will be financed with funds provided by the Inter-American Development Bank. Consulting engineers for project are Syndibel, 38 Rue de Naples, Bruxelles 5, Belgium.

One copy of specifications available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

Pakistan wants steel billets, tinplate, zinc

The Chief Controller of Imports and Exports, Government of Pakistan, 60 Canning Rd., Rawalpindi, has invited bids by 12 noon, April 1, on Tender No. 1/Metals/CCI & E/66 on 150,000 long tons of mild steel billets; 20,000 long tons of tin plates; 200 long tons of tin and 2,500 long tons of zinc.

The items are under Free Import List. Quotations on world-wide market basis including USSR and Eastern European countries will be considered. Bidders should quote firm and final prices per ton F.O.B. (U.S. Ports) and C and F Karachi, Chittagong and Chalna, specifying quantity offered and delivery point.

For a copy of the tender documents, on loan to firms located in the U.S., **write:** Iron and Steel Division, BDSA-6380, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2363).

Libya invites tenders on radio transmitters

Libya's Central Tenders Board, Ministry of Finance, has invited tenders for the supply and installation of two broadcast transmitters at Tripoli and Beida.

The specifications and conditions can be obtained from the Offices of the Ministry of Information and Culture in Tripoli or Benghazi upon payment of £50, nonrefundable. The project is to be completed within 18 months.

The deadline for tenders is Mar. 28 at the Office of the Secretary, Central Tenders Board, Sharia Shatt, Tripoli, Libya.

Pakistan seeks UHF, VHF communication system

Titas Gas Transmission and Distribution Company, Ltd., has issued a tender for the supply and installation of a pipeline communication and telemetry system between Dacca and Titas in East Pakistan.

Involved will be a three-hop UHF system, operating frequency 440 to 500 MHz, FM, 5 or more channel capacity, 5 to 10 watt power; a six base station, 8 mobile, VHF system, 80 to 174 MHz frequency; a fault alarm system; teleprinter system; automatic telephone extensions, and standby diesel generator sets. The bid deadline for this project is Mar. 31.

Tender documents may be obtained from the Titas Gas Transmission and Distribution Co., Ltd., 52 Motijheel Commercial Area, Dacca 2, East Pakistan, against payment of Rs. 100/-. (one rupee = $.11). A loan copy of the specifications and bid documents is available for examination only at the Electronics Division, BDSA-6420, Rm. 4125, Department of Commerce, Washington, D.C. 20230, (Telephone: 202—967-4036).

Recording radiotheodolite tenders issued by Iraq

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, has issued tender No. 5/66 for the supply of two radiotheodolite recording receivers, operating at 23.6 to 26 MHz.

The receiver should be delivered complete with all accessories, cables, plotting board, and a year's supply of paper, if of special type, as well as one year's spares. The receiver should contain a visual indicator to watch signals, in addition to the recording device. Early delivery is desired.

The bid deadline is April 3. Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

German minister proposes exhaust control legislation

Germany's Federal Minister of Health plans to submit proposals to the Ministry for Transport for a draft law aimed at controlling automobile exhaust gas contamination. The Minister recently returned from a trip to the U.S., to investigate U.S. techniques and developments and research activities in this field.

The U.S. Embassy, Bonn, which has had occasional requests from German firms and individuals for information on U.S. developments pertaining to auto exhaust controls, expects to receive an increased number of such inquiries as a result of the newspaper article, especially since it seems likely that legislation will eventually be enacted.

To prepare for this situation, the Embassy requests interested suppliers to send literature and offers for referral to appropriate German firms or officials. Material should be addressed to the U.S. Embassy, Bonn, Germany.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

151 General building contractors

● **IRAQ**—Supply materials and construction of 16-story building for Ministry of Oil and Oil Administration, Baghdad. Tender No. 2/66, bid deadline June 1, tender guarantee deposit of $56,000 required. Estimated tender value $2 million, consulting engineers are Tekhne, S.C.E., 95, Chausee de Wavre, Brussels 5, Belgium. Documents for inspection available at Iraqi Embassies in Beirut, Cairo, London, Paris, Tokyo, Rome and Washington. Purchase of documents for $280 available from Consulting Engineers or the Oil Planning and Construction Administration, Accounts Dept., 205 H/1 Abu Nuwas St., Baghdad.

● Supply, delivery, installation tubular steel poles; Tender No. 13, bid deadline Mar. 29. Materials scheduled for delivery to specified Local Municipalities includes: 1,151 stepped or swaged tubular steel poles 36 ft. length; 2,674 stepped or swaged tubular steel poles 30 ft. length; 1,035 bracket channels complete with clamp, bolts, and nuts 4 in. x 2 in. x ¼ in., length 42 in. Terms, specifications available upon payment $39.20 a set, plus 70 cents airmail charges from Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad. One set documents can be examined (not for loan) in Building Materials and Construction Industries Division, Rm. 4014, Department of Commerce, Washington, D.C.

● Qualified, experienced contractors to construct approximately 37 miles western branch Ishaqi Canal from Balad Railway Station to north side of Kadimiya town, bid deadline 12 noon Apr. 20. Project includes 4.43 million cu.

yds. earthwork; 942 cu. yds. rip rap; 314 cu. yds. gravel layer; approx. 66 yd. of 1-meter diameter concrete pipes; 47 cu. yd. reinforced concrete and services to resident engineer. Bank guarantee of $56,000 required with bids submitted to Direcorate General of Irrigation, Ministry of Agrarian Reform, Baghdad. Tender documents may be inspected at Legal Section of the Directorate General of Irrigation, Baghdad, or Office of the Consulting Engineers: Binnie and Partners, in London and Baghdad; also available for purchase from above named Directorate upon payment $70 a set (non-refundable) plus airmail charges.

200 Food products

GERMANY—Canned meat; canned and frozen poultry; rice; dried fruit. Requests quotations fob U.S. ports or cif European ports. Direct purchase and/or agency. Via Agentur Zerressen Plum OHG. (importer, wholesaler, sales agent), 4a Wilhelmstrasse, 406 Viersen. WTD 2/18/66.

201 Meat products

TRUCIAL STATES—Frozen chickens and parts; frozen prepared meats. Direct purchase and agency. Green Market (importer, retailer, wholesaler), P.O. Box 111, Abu Dhabi. WTD 12/14/65.

202 Dairy products

TRUCIAL STATES—Ice cream, frozen desserts. Direct purchase and agency. Green Market (importer, retailer, wholesaler), P.O. Box 111, Abu Dhabi. WTD 12/14/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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203 Canning, preserving foods

GERMANY—Canned fruits, vegetables, fish; canned and frozen poultry; dried fruits. Requests quotations fob American ports or cif Bremen; replies in German. Kolonial-Import, Grosseinkaufsgesellschaft mbH (importer, wholesaler), 72 Huettenstrasse, 4 Duesseldorf. WTD 2/16/66.

Canned and frozen poultry of all kinds, in boxes. Requests weight in kilograms, quotations cif European ports. Heinrich Muenstermann (importer, wholesaler, retailer), 11 Hohestrasse, 4 Duesseldorf. WTD 2/18/66.

TRUCIAL STATES—Canned and frozen fruits, vegetables, specialties. Direct purchase and agency. Green Market (importer, retailer, wholesaler), P.O. Box 111, Abu Dhabi. WTD 12/14/65.

205 Bakery products

TRUCIAL STATES—Frozen prepared pies, cakes, tarts, other bakery products. Direct purchase and agency. Green Market (importer, retailer, wholesaler), P.O. Box 111, Abu Dhabi. WTD 12/14/65.

209 Food preparations

● **SUDAN**—Tea, 8,000 lb. Contract No. 3441, bid deadline Mar. 30. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-4794).

221 Broad woven fabric mills, cotton

GERMANY—Terry woven finished products. Direct purchase and agency. Hermann Schulten Stuttgarter Modedruck (manufacturer, importer), 7454 Bodelshausen/Hohenzollern, Bahnhofstrasse 73. WTD 2/16/66.

229 Textile goods

NETHERLANDS—New and used jute and cotton bags; burlap. Max Wolf Zakken- Garen & Touwhandel N.V. (importer, wholesaler, exporter), 33 H. Hartplein, Veghel (N.Br.). WTD 2/9/66.

PORTUGAL—Textile mill waste: cotton, artificial and synthetic fibers. Requests replies in Portuguese, French, Spanish, or Italian. Industria de Aproveitamento Textil, Lda. (importer, wholesaler, exporter, manufacturer), Outeiro, Calendario, Vila Nova de Famalicao. WTD 2/15/66.

Textile waste, synthetic fibers. Joaquim Soares & Ca. (importer, reclaimer), 38 Rua da Feira, Areosa Oporto. WTD 2/15/66.

251 Household furniture

FRANCE—Metal folding chairs for home and outdoor use. Direct purchase and agency. Ets. L. Henri Weber & Fils (importing wholesaler, manufacturer), 39 & 42 Rue Baldner, 67 Strasbourg-Neudorf. WTD 2/18/66.

252 Office furniture

NIGERIA—Office furniture for mechanical engineering laboratory just being established. J. S. Dean, Mechanical Engineering Dept., Ahmadu Bello University, Zaria.

264 Converted paper, paperboard products

FRANCE—Pressure-sensitive adhesive paper for offset or serigraphic printing. Etablissements P. Barnier (manufacturer), 9-11 Rue Edouard Branly, 26 Valence. WTD 2/16/66.

THAILAND—Wide variety of vinyl wallpaper. Requests samples, cif Bangkok prices. Direct purchase and agency. Manohra Hotel, 412 Suriwongse Rd., Bangkok. WTD in preparation.

273 Books

BRAZIL—Medicine and odontology books. Livraria Atheneu Editora Sao Paulo S.A. (publisher, importer, retailer), Rua Marconi 131, 2° andar, Sao Paulo. WTD 2/9/66.

281 Industrial chemicals

NETHERLANDS—Hardening accelerators; water, acid, oil repellent chemicals used in concrete constructions. Direct purchase and/or agency representation for Netherlands and Belgium. Handelsonderneming "OLDA", 218 Hermesflat, Enschede. WTD 4/23/65.

VENEZUELA—Caustic soda, solid and 50% solution. Servitec S.A. (importer), Calle 85 No. 4-146, Maracaibo. WTD 2/10/66.

283 Drugs

● **IRAQ**—Two tenders covering pharmaceutical preparations: erythromycin syrup, 10,000 bottles, and erythromycin pediatric drops, 5,000 bottles. Tender No. 7/66, bid deadline Mar. 20. Second covers biologicals only: tetanus antitoxin, 305,000 ampoules; diphtheria antitoxin, 16,000 ampoules; gas-gangrene antitoxin, 8,000 ampoules; anti-snake venom serum, 5,000 ampoules; anti-scorpion serum, 8,000 ampoules; and diphtheria, tetanus and pertussis vaccine, 30,000 vials. Tender No. 6/66, bid deadline Mar. 20. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

PAKISTAN—Medicinal chemicals, organic and inorganic. Ethical Laboratories (Pakistan), Ltd. (manufacturer), 26 The Mall, Lahore, West. WTD 2/16/66.

Pharmaceutical preparations, antibiotics, vitamin preparations. All in vials, tablets or for injection. Standard Agencies (importing distributor), 15/E Shah Alam Market, P.O. Box 766, Lahore, West. WTD 2/16/66.

301 Tires, tubes

IRAQ—Automobile tires, tubes. Mohamed Ali Al-Zwaini (importer, retailer, agent), Nidhal St., opposite Sa'doun Park, Baghdad. WTD 1/8/66.

306 Fabricated rubber products

● **BURMA**—Belting, hose, rubber insertion cloth, rubber sheet, various types, quantities. Tender No. 39/(T)/MCY-BR(M)/65-66, bid deadline Apr. 20. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-3381).

307 Plastics products

FRANCE—Pressure-sensitive adhesive plastic ribbon, sheeting for offset or serigraphic printing. Etablissements P. Barnier, 9-11 Rue Edouard Branly, 26 Valence. WTD 2/16/66.

316 Luggage

TRUCIAL STATES—Luggage, attache cases, and similar baggage of leather or other materials. Middle East Radio Sales & Service Studio (importer, retailer, wholesaler), P.O. Box 30, Dubai. WTD 2/21/66.

322 Glass, glassware

SOUTH AFRICA—Glassware for household use. Heneck Sacks & Co. (Pty.), Ltd. (importing distributor), 41 Buitenkant St., Cape Town, Cape Province. WTD in preparation.

326 Porcelain electrical supplies

● **GREECE**—Supply of 35,000 suspension insulators made of wet-process porcelain or toughened glass; 10,000 units are to be of fog type. Tender No. DMPM-336/337, bid deadline not determined. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

331 Steel mill products

● **BURMA**—Pipe, fittings: Includes 14,000 ft. of 6⅝" O.D. and 4½" O.D. seamless line pipe. Tender No. QO/905/T/CONST/POI (65-66), bid deadline Mar. 31. Procurement Mgr., People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

M.s. sheets: 3 tons 6'x3'x1/32"; 111 tons 8'x4'x1/16" to ½"; 2 tons 8'x6'x9/16" and 5 tons 8'x2'6"x1". M.s. flats: about 22 tons, size range 1½"to 3"x¼" to 1". Tender No. 34/(T)/McY-BR(M)/65-66, bid deadline Mar. 30. Chairman, Union of Burma, Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-2363).

● **GREECE**—Galv. pipe: 12,000 meters of 3" dia. and 3,000 m. of 4". Tender No. 1270, bid deadline Mar. 31. Societe Anonyme Hellenique des Eaux, Purchasing Service, 4 Kolokrotroni St., Athens.★ (Telephone: 202-WO 7-2363).

ITALY—Metal strip in coils. Silvano Grubessich (importer, manufacturer, wholesaler, exporter), Via Moranda 27, Trana (Torino). WTD 2/18/66.

333 Primary smelting, refining nonferrous metals

ITALY—Nonferrous metal ingots, scrap. G. Veglio & C., S.p.A. (importer, manufacturer, wholesaler), 48/49 Via Druento, Torino. WTD 2/21/66.

Electrolytic copper wirebars. Direct purchase and agency. Camerano & C. S.p.A. (manufacturer, wholesaler), Via Nizza 28, Torino. WTD 2/24/66.

335 Rolling, drawing, extruding nonferrous metals

SOUTH AFRICA—Brass plates, 4010 mm. x 2020 mm. x 3 mm. thick, to conform to Standard M.S. 63; corners rounded, thickness tolerance 0.10 mm. Approximately 32 plates required. Details of prices, terms of payment and time of delivery requested. Natal Plywood and Chipboard (Pty.), Ltd. (manufacturer), P.O. Box 417, Pietermaritzburg, Natal. WTD 2/17/66.

336 Nonferrous foundries

ITALY—Cast aluminum utensils for self-service restaurants. Matteoda, Viteria-Bulloneria (importer, retailer, wholesaler), Via Nizza 107/111, Torino. WTD 2/16/66.

342 Cutlery, hand tools, general hardware

ITALY—Locks, padlocks, hinges, latches, door closers. Matteoda, Viteria-Bulloneria (importer, retailer, wholesaler), Via Nizza 107/111, Torino. WTD 2/16/66.

Hammers, locks, padlocks, hand saws, hand and edged tools generally. Direct purchase and agency. F.lli Fontana di A. Fontana (retailer, wholesaler, agent), Via Nizza, 93, Torino. WTD 2/16/66.

NETHERLANDS—Hand tools, all kinds. Direct purchase and exclusive agency. Lambert & Co. (importer, wholesaler, exporter, agent), 493 Westzeedijk, Rotterdam-6. WTD 2/11/66.

SOUTH AFRICA—Cylinder and mortise door locks, cupboard locks; key blanks for all types of cylinder, mortise, rim locks. Home Appliances (importing distributor), P.O. Box 15, Plumstead, Cape Province. WTD in preparation.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Portable heaters for use in building industry. Direct purchase and/or agency representation for Netherlands and Belgium. Handelsonderneming "OLDA", 218 Hermesflat, Enschede. WTD 4/23/65.

344 Heating apparatus, plumbing fixtures

ITALY—Circulation boilers operating with diathermic fluid for indirect generation of steam and superheated water. Direct purchase and agency. Officina Meccanica Martino Carello S.p.a. (manufacturer), Strada Torino 30, Beinasco (Turin). WTD 2/24/66.

345 Screw machine products

ITALY—Bolts, nuts, rivets, screws. Direct purchase and agency. F.lli Fontana di A. Fontana (retailer, wholesaler, agent), Via Nizza 93, Torino. WTD 2/16/66.

346 Metal stampings

ITALY—Stamped and pressed utensils for self-service restaurants. Matteoda, Viteria-Bulloneria (importer, retailer, wholesaler), Via Nizza, 107/111, Torino. WTD 2/16/66.

348 Fabricated wire products

PAKISTAN—Underground, armored and outdoor cables; cables, electric, for ht and lt; requests literature, c&f quotations promptly. Blackhawk Engineers, Ltd. (importing distributor), 43/F Gulberg, Lahore, West. WTD 11/30/65.

● **TURKEY**—2 pieces, each consisting of 7 lengths, of steel stud-link anchor chain to Lloyd's Register of Shipping Requirements. Tender No. 966/3007, bid deadline Mar. 24. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-5589).

351 Engines, turbines

JAPAN—One to three horsepower engines, 20 cc.-50 cc.; to be used as hand-held power source for a variety of applications; lightness and compactness important. Requests catalogs, prices cif Nagoya. Nisei Industry Co., Ltd. (manufacturer), 25, 2-chome, Shioiri-cho, Mizuho-ku, Nagoya. WTD 2/15/66.

NIGERIA—Diesel engines for mechanical engineering laboratory just being established. J. S. Dean, Mechanical Engineering Dept., Ahmadu Bello University, Zaria.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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352 Farm machinery

ITALY—Spare parts for farm machinery. Direct purchase and agency. F.lli Fontana di A. Fontana (retailer, wholesaler, agent), Via Nizza, 93, Torino. WTD 2/16/66.

353 Construction machinery

NETHERLANDS—Concrete mixers. Elevators for building industry. Direct purchase and/or agency representation for Netherlands and Belgium. Handelsonderneming "OLDA", 218 Hermesflat, Enschede. WTD 4/23/65.

354 Metalworking machinery

BELGIUM—Metalworking cutting tools, hydroclamps. Etablissementen Komet (E.C. Cools) (importer, wholesaler), Boomsesteenweg 293, Antwerp. WTD in preparation.

SOUTH AFRICA—Wishes to import for its own use an electrically operated key cutting and duplicating machine; requests catalog, price sheet. Home Appliances (key cutter), P.O. Box 15, Plumstead, Cape Province. WTD in preparation.

SWEDEN—Car washing systems, also automatic washing equipment, suitable for gas stations. Direct purchase and agency. Bodin Electronics (agent, wholesaler), Barzeliigatan 26, Goteborg 5. WTD 2/14/66.

355 Special industry machinery

ANGOLA—Offset presses—one or two color machines. Requests quotations, catalogs, detailed specifications. Empresa Grafica de Angola (printing house, newspaper), Caixa Postal 1312, Luanda. WTD in preparation.

BRAZIL—New and/or reconditioned machinery and equipment for recovering nonferrous metals and alloys from new and used scrap and dross. Claude Simon Netter (economist, self-employed), Rua Rarecue 166 (Sumarezinho), Sao Paulo. WTD 2/10/66.

ETHIOPIA—Printing machines, accessories for every type of imprinting on folding cartons, and on paper products and booklets. Requests full details, terms, prices c&f Assab, Ethiopia. Addis Printing Press, (commercial printer), P.O. Box 1303, Addis Ababa. WTD 2/14/66.

GERMANY—Printing machines for production of continuous forms. Sueddeutsche Spezialdruckerei, Hermann Jung (manufacturer), 75 Karlsruhe, Litzenhardtstr. 2-10. WTD 2/18/66.

SOUTH AFRICA—Dry cleaning, pressing machinery; equipment, accessories for boot and shoe repairing. Supersonal Cleaners (Pty.), Ltd. (dry cleaner, boot, shoe repairer), 334 Voortrekker Weg, Elsies River, Cape Province. WTD in preparation.

Micrograined aluminum plates (lithographic flat sheet), ¾ hand temper in calipers .020 and .025; 4000-6000 lb. mixed sizes. Winstones, (South Africa), (Pty.), Ltd. (manufacturer), 24 Kirsten St., Parow, Cape. WTD 2/14/66.

● **SUDAN**—One motor driven baling press for baling metal turnings, with a capacity of 2 tons per 7 hr. shift. Tender No. 3431, bid deadline Mar. 29. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, SW.1.★ (Telephone: 202-WO 7-5589).

358 Service industry machinery

GERMANY—Machinery, equipment, supplies for commercial cooking, food warming. Direct purchase and agency. Julius Glass, Inh. K. H. Scheinert (manufacturer, sales agent), 7301 Berkheim, Kreis Esslingen, Jakobstr. 50. WTD 2/4/66.

Complete air conditioning units for domestic, industrial and commercial use. Direct purchase and agency. Peter Mast-Oelfeuerungen (wholesaler, retailer), 7583 Ottersweier, Baden, Hubstrasse 32. WTD 2/23/66.

NETHERLANDS—Steam cleaners for building industry. Direct purchase and/or agency for Netherlands and Belgium. Handelsonderneming "OLDA", 218 Hermesflat, Enschede. WTD 4/23/65.

PAKISTAN—Air conditioning units, natural gas-operated, all capacities, domestic, industrial. Marshalls (Pakistan), Ltd. (importing distributor), Shah Din Bldg., 89 The Mall, Lahore. WTD 6/26/64.

361 Electric transmission, distribution equipment

● **IRAQ**—Supply of materials and erection of single 11 kv. overhead feeder between Tikreet network and Al-Alam in Baghdad Liwa. Tender No. 11, bid deadline Apr. 19. Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad. Copy of tender documents, specifications is available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4241).

● Supply of materials and erection of single 11 kv. feeder between Baquba network in Al-Zohra Village and Abu-Saida. Tender No. 12, bid deadline Apr. 19. Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad. Copy of tender documents, specifications is available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4241).

● **KOREA**—Supply of electric measuring instruments and test equipment including, but not limited to, the following: carrier deviation meter, level meter, ohmeter, frequency selective level measuring sets, oscillator, impedance bridge, watt meter, two-signal test generator. Tender No. KFX-6007-S, bid deadline Mar. 29. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of 12 static type, 1.5 kw, single phase, 50 cycle voltage regulators to stabilize carrier input voltage. Bid deadline Mar. 28. Tender documents may be obtained on payment of $8 from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara.

362 Electrical industrial apparatus

● **BURMA**—Supply 28 25 kw diesel generator sets. Tender No. 32 (T)/MCY-ESB/65-66, bid deadline Apr. 20. Specifications available from Office of the Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon, upon payment of $10.50 per set.★ (Telephone: 202-WO 7-4241).

● **GREECE**—Supply six trailer mounted diesel generating sets, 1,000 kw. each with auxiliary equipment, estimated value $600,000. Tender No. DED-5027, bid deadline not determined. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens 102. Cable: DEH Athens.★ (Telephone: 202-WO 7-4241).

● Supply of 6 sets of 22 kv, 7.5 MVAR capacitor banks, complete with circuit breakers. Tender No. PAP/1605,2307, bid deadline not yet set. Public Power Corp. (DEH), Athens—Piraeus Div., 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● **PAKISTAN**—Supply seven gasoline driven generators, 230 volt, 50 cycle, single phase, with auxiliary equipment. Tender No. S-10/275 (65-66), bid deadline Apr. 14. One copy of specifications is available for review only, Power and Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4241).

● **TURKEY**—Supply of 40 diesel generator sets, 4.5 kva, 220/380 volts, 50 cycle with switching facilities. No tender number, bid deadline Mar. 21. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara (Post Telephone and Telegraph Administration of Supply Dept). Terms, specifications are available from Modern Tercume Burosu, Menekse, Sokak 20/7, Kizilay, Ankara, upon payment of $10 including air-mail charges.

363 Household appliances

FRANCE—Household electrical equipment: stoves, ranges, cooking appliances, refrigerators, laundry equipment. Requests replies in French. Etablissements M. Gaubert (importer, wholesaler), 11 Rue Lafayette, 13-Marseille, 1er. WTD 2/17/66.

GERMANY—All types of electrical household appliances. Direct purchase and agency. Julius Glass, Inh. K. H. Scheinert (manufacturer, sales agent), 7301 Berkheim, Kreis Esslingen, Jakobstr. 50. WTD 2/4/66.

SOUTH AFRICA—Household electrical appliances, such as floor polishers, vacuum cleaners, kettles, toasters, irons, heaters, fans, all for 220 v. AC, 50 cycle. Heneck Sacks & Co. (Pty.), Ltd. (importing distributor), 41 Buitenkant St., Cape Town, Cape Province. WTD in preparation.

364 Electric lighting, wiring

SPAIN—Fluorescent and incandescent lighting fixtures—commercial, ornamental, industrial, residential. Direct purchase, exclusive agency for Spain. Requests replies in Spanish or French. Lumex, S.A. (manufacturer, wholesaler, importer), Paris 194, Barcelona 11. WTD 1/14/66.

Fluorescent and incandescent lighting fixtures — commercial, ornamental, industrial, residential, outdoor. Direct purchase, exclusive agency for Spain. Nordart Industria, S.A. (manufacturer, wholesaler, exporter, agent), Torres y Bages 5-7, Granollers (Barcelona). WTD 12/29/65.

Fluorescent and incandescent lighting fixtures — Commercial, ornamental, industrial, residential, outdoor. Direct purchase, exclusive agency for Spain. Talleres Pons, S.A. (manufacturer, importer, exporter), Maestro Joaquin Rosal 4, Esplugas de Llobregat (Barcelona). WTD 1/14/66.

366 Communication equipment

FRANCE—Electronic communication equipment. Requests replies in French. Etablissements M. Gaubert (importer, wholesaler), 11 rue Lafayette, 13-Marseille, 1er. WTD 2/17/66.

● **KOREA**—Supply of teletypewriter exchange table, spare parts, maintenance tools. Tender No. KFX-6008-S, bid deadline Mar. 30. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

● Supply of telephone switching equipment, telephone sets, generators, test equipment, spare parts. Tender No. KFX-6014-S, bid deadline Apr. 6. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

THAILAND—AM transmitter with full frequency for 1, 5, 10, 20, 50, 100 kw, 220, 230 volts AC, 50 cycles, complete with antenna, antenna tower. FM transmitter workable on full frequency range, 220 to 230 volts AC, 50 cycles, for 1, 5, 10 kw. Requests prompt replies with blueprints, catalogs, circuit diagrams, price lists. Direct purchase and agency. Hi Fi Sound Devices (importer, retailer), 44 Siphya Rd., Bangkok. WTD in preparation.

371 Motor vehicles, equipment

BRAZIL—Spare parts, accessories for GM and Ford motor vehicles. Mario Massarenti Auto Pecas S/A (retailer), Rua Albuquerque Lins 321, Sao Paulo. WTD 2/25/66.

PERU—100 new 40-60 seat passenger omnibuses. Requests replies in Spanish. Cooperativa Transporte Urbano e Interurbano Limitada, Nicolas de Pierola 850 Altos, 2° Piso, Lima. WTD in preparation.

Small automotive accessories such as clamps, pumps, chrome parts. Requests replies in Spanish. Vercolor S.A. (retailer), Jiron Washington 1025, Lima. WTD 2/24/66.

381 Engineering, laboratory, scientific, research instruments

NETHERLANDS—Drafting instruments, drawing instruments for lithographic and graphic industry. Direct purchase and/or agency. C.V. A.J. van der Linde (importer, exporter, wholesaler, manufacturer), 38 Rozengracht, Amsterdam. WTD 2/11/66.

382 Instruments for measuring, indicating physical characteristics

THAILAND—Automatic weight recorders in kilograms. Requests price lists, catalogs. Yap Soon Sae Teo (ice cream shop owner), 239 Trok Moh, Tee Thong Rd., Bangkok. WTD in preparation.

384 Surgical, medical, dental instruments

FRANCE—Hospital furniture: metal articulated beds; trunk night tables. Direct purchase and agency. Ets. L. Henri Weber & Fils (importing wholesaler, manufacturer), 39 et 42 Rue Baldner, 67 Strasbourg-Neudorf. WTD 2/18/66.

386 Photographic equipment

GERMANY—Projectors for 8 and 16 mm. silent and sound motion pictures; daylight projectors; demonstration projectors for sound films and slides; all types of optical-acoustic sales and advertising media. Direct purchase and agency. Eugen Scheib (importer, wholesaler, retailer), 7021 Musberg near Stuttgart, Am Eulenberg 4. WTD 2/21/66.

393 Musical instruments, parts

GERMANY—Woodwind instruments, clarinets, oboes, flutes. Direct purchase and agency. Erich Zimmermann (importer, wholesaler, agent), 7 Stuttgart, Hauptstaetterstrasse 106 A. WTD 1/28/66.

394 Toys, amusement, sporting goods

ITALY—Toys of any kind, mechanical and nonmechanical; hobby kits. Direct purchase and agency. Il Giocattolo S.A.S. del Comm. Antonio Costanzo (wholesaler, agent), 6 Via Nuova, Cadriano di Granarolo Emilia (Bologna). WTD 2/21/66.

SOUTH AFRICA—Toys, hobbies. Heneck Sacks & Co. (Pty.), Ltd. (importing distributor), 41 Buitenkant St., Cape Town, Cape Province. WTD in preparation.

395 Pens, pencils, office, artists' materials

NETHERLANDS—Articles used by painters, sculptors, designers. Direct purchase and/or agency. C. V. A. J. van der Linde (importer, exporter, wholesaler, manufacturer), 38 Rozengracht, Amsterdam. WTD 2/11/66.

All types of artist's materials: brushes, canvas, canvas stretchers, colors, paints, gold, drawing tools, palettes, sketch books, sketch boxes. Cominex (importer, wholesaler), 90 Parklaan, Haarlem. WTD 2/9/66.

Office, school supplies, all kinds. P. F. van den Ende N.V. (importer, wholesaler, retailer, exporter), 5-7 De Nijverheidstraat, Schiedam. WTD 2/11/66.

399 Manufacturing industries

SOUTH AFRICA—Linoleum and linoleum-like floor coverings. Heneck Sacks & Co., (Pty.), Ltd. (importing distributor), 41 Buitenkant St., Cape Town, Cape Province. WTD in preparation.

SPAIN—Smokers' requisites, smoking accessories, such as tobacco boxes, cigarette cases, cigarette lights, others. Giftwares, curio items, novelties of all types, especially for men. Garcia-Paladini, S.L. (importer, wholesaler), Goya 139, Madrid (9). WTD 2/18/66.

TRINIDAD—Metal rims for wall calendars. Standard Distributors, (Equipment), Ltd. (importers, wholesalers, retailers), Box 343, 27 Henry St., Port of Spain. WTD 5/17/65.

505 Farm products

SWEDEN—Medium-priced raw furs, lynx, muskrat, mink, raccoon, nutria, beaver. J. G. Ullman & Co. (wholesaler), Vastra Hamngatan 10, Goteborg C. WTD 2/23/66.

508 Machinery, equipment, supplies

AUSTRALIA—Marine products: outboard and inboard motors, boat fittings, marker and mooring buoys, marine sporting equipment, spotlights, depth finders, fishing equipment. Colquhoun, Thompson & Co., Pty., Ltd. (importer, manufacturers' agent), 22 Thurlow St., Newmarket, Brisbane, Queensland. WTD 1/13/66.

509 Wholesalers

ITALY—Iron shavings, waste. Requests replies in French. AFB—Acciaierie Ferriere Alpine S.p.A. (manufacturer), Borgone di Susu, Torino. WTD 2/24/66.

Scrap iron, steel, turnings for foundries. Acciaierie Ferrero (manufacturer, wholesaler), Via Paolo Veronese 324, Torino. WTD 2/24/66.

539 General merchandise stores

PORTUGAL—Used clothing. Requests replies in Portuguese, French, Spanish, or Italian. Industria de Aproveitamento Textil, Lda. (importer, wholesaler, exporter, manufacturer), Outeiro, Calendario, Vila Nova de Famalicao. WTD 2/15/66.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food products

ITALY—Baby foods; dietetic foods; herbs. Santa Rita Mercantile Co. (importer, manufacturers' agent), Piazza Stesicoro 59, Catania, Sicily. WTD 2/21/66.

203 Canning, preserving foods

THAILAND—Quick-dried foods. Requests literature, samples, prices cif Bangkok. M. Blackburn, Louis T. Leonowens, Ltd. (importer, distributor, sales agent), 723 Siphya Rd., Bangkok. WTD 5/19/65.

220 Textile mill products

SOUTH AFRICA—Textile piece goods (cotton materials and synthetic fabrics) for men's and women's clothing industry. J. Bock & Son (Pty.), Ltd. (manufacturers' agent), P.O. Box 2038, Cape Town, Cape Province. WTD 1/27/66.

221 Broad woven fabric mills, cotton

ITALY—Terry cloth, bathrobes of same material. Requests replies in Italian or French. Ragioniere Giovanni Chiacchio (manufacturers' agent), 21 Via Trieste, Catania, Sicily. WTD 2/16/66.

222 Broad woven fabric mills

SOUTH AFRICA—Upholstery materials, mainly synthetic mixtures, popular priced, for volume business. J. Bock & Son (Pty.), Ltd. (manufacturers' agent), P.O. Box 2038, Cape Town, Cape Province. WTD 1/27/66.

226 Broad woven fabrics

NEW ZEALAND—Nylon furnishing upholstery fabrics. T. W. Williams, Managing Director, T. W. Williams, Ltd. (manufacturers' representative, importer), 102-104 Wakefield St., Wellington. WTD 11/16/64.

227 Floor coverings

AUSTRALIA—Carpets, floor coverings. C. Blizard, V. S. Wright & Sons, Pty., Ltd. (manufacturer, wholesaler), 707 Forest Rd., Peakhurst, N.S.W. WTD 2/23/66.

228 Yarn, thread mills

SOUTH AFRICA—Synthetic yarns for knitting industry. J. Bock & Son (Pty.), Ltd. (manufacturers' agent), P.O. Box 2038, Cape Town, Cape Province. WTD 1/27/66.

239 Fabricated textile products

AUSTRALIA—Soft furnishings, e.g., bedding, draperies. C. Blizard, V. S. Wright & Sons, Pty., Ltd. (manufacturer, wholesaler), 707 Forest Rd., Peakhurst, N.S.W. WTD 2/23/66.

252 Office furniture

AUSTRALIA—Office furnishings, such as desks, chairs. C. Blizard, V. S. Wright & Sons, Pty., Ltd. (manufacturer, wholesaler), 707 Forest Rd., Peakhurst, N.S.W. WTD 2/23/66.

THAILAND—Office furniture, all kinds. Interested in products not presently sold in Thailand. National Printing Co. (importer, distributor, printer), 526 Ploenchit Ct., Bangkok. WTD 1/19/66.

281 Industrial chemicals

GERMANY—Raw materials for the lacquer, pigment and plastic industries, e.g., plasticizers, fillers, solvents, resins. Theo Koewenig (importer, exporter, sales agent), 7141 Neckarrems/Wuerttemberg, Am Unteren Schlossberg 30. WTD 2/16/66.

SOUTH AFRICA—Textile and food dyes; chemicals for textile industry. Fine Dyestuffs & Chemicals (Pty.), Ltd. (importing distributor and manufacturers' agent), Winstone House, Kirsten St., Parow, Cape Province. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

SOUTH AFRICA—Pigments, dyestuffs and resins for paint and printing ink trade. Fine Dyestuffs & Chemicals (Pty.), Ltd. (importing distributor and manufacturers' agent), Winstone House, Kirsten St., Parow, Cape Province. WTD in preparation.

287 Agricultural chemicals

PAKISTAN—Fertilizers, ammonium sulfate, complete mixtures. Requests quotations c&f Karachi. Industrial Sales and Service Corp. (importer, manufacturers' agent), Mohamedi Mansion, Muradkhan Rd., Khori Garden, Karachi 2. WTD in preparation.

307 Plastics products

FRANCE—Plastic silos in all sizes, suitable for safe and economical storage of wheat, corn, other cereals; for use on farms, in large cooperative establishments, etc. Requests replies in French. Etablissements Barrie, Caujolle & Pelegry (C.T.S.I.) (dealer, sales agent), 6 Allees Paul-Sabatier, 31 Toulouse, Haute-Garonne. WTD 2/10/66.

311 Leather tanning, finishing

SOUTH AFRICA—Upper leathers for footwear industry. J. Bock & Son (Pty.), Ltd. (manufacturers' agent), P.O. Box 2038, Cape Town, Cape Province. WTD 1/27/66.

322 Glass, glassware

NETHERLANDS—Decorated drinking glasses, pressed and blown ashtrays and fruit bowls; polished crystal. W. Melkman, 35 Olympiaplein, Amsterdam. WTD 2/9/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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331 Steel mill products

PAKISTAN—Carbon steel rails, 16,960 tons; tin plate; seamless pipes, black copper, various sizes; C.I. pipes. Importer and manufacturers' agent requests quotations c&f Karachi. I. and S. Corp., 2nd Fl., Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

Steel sheets, steel bars, billets. Requests quotations c&f Karachi. Associated Italian Commercial Agencies (AICA) Pakistan, Ltd. (importer, manufacturers' agent), Eastern Bank Bldg., McLeod Rd., Karachi. WTD in preparation.

Iron and steel products: tin plates; mild steel sheets; billets, prime rerolling quality, SAE specification 1020/1025/1030. Requests quotations c&f Karachi. Industrial Sales and Service Corp. (importer, manufacturers' agent), Mohamedi Mansion, Muradkhan Rd., Khori Garden, Karachi 2. WTD in preparation.

SOUTH AFRICA—Special steels, alloys for light engineering. R. M. Blake (manufacturers' agent), 90 Bree St., Cape Town, Cape Province. WTD under revision.

335 Rolling, drawing, extruding nonferrous metals

GERMANY—Insulated wire, cable, nonferrous, especially copper wire, connection cables, other semi-finished products for electric motors, apparatus. Adolf Walther (sales agent), 7141 Beilstein/Wuerttemberg, Uhlandstrasse 16. WTD 2/16/66.

PAKISTAN—Cables, power, transmission. Requests quotations c&f Karachi. Forbes Forbes

Campbell and Co., Ltd. (importer, manufacturers' agent), Ebrahim Bldg., 2 W. Wharf Rd. Karachi. WTD 8/26/65.

351 Engines, turbines

AUSTRALIA—Marine motors, outboard and inboard, 3½ to 110 hp. Blaxland, Chapman Marine Co. (importers, exporters, manufacturers), 132-138 Princes Highway, Arncliffe, N.S.W. WTD 2/16/66 .

353 Construction machinery

ITALY—Lift trucks. Silvano Grubessich (importer, manufacturer, wholesaler, exporter), Via Moranda 27, Trana (Torino). WTD 2/18/66.

354 Metalworking machinery

AUSTRALIA—Automotive maintenance equipment, complete range. St. George Motors, Pty., Ltd. (wholesaler, manufacturer), 132-138 Princes Highway, Arncliffe, N.S.W. WTD 2/16/66.

355 Special industry machinery

ITALY—Abrasive and diamond masonry cutting blades, saws, marble and granite polishing machinery. Requests replies in Italian. Sergis di Nino Fronterre (manufacturers' agent), 5 Via Torre Alessi, Catania, Sicily. WTD 2/16/66.

THAILAND—Printing machinery, all kinds. Interested in products not presently sold in Thailand. National Printing Co., Ltd. (importer, distributor, printer), 526 Ploenchit Ct., Bangkok. WTD 1/19/66.

357 Office, computing, accounting machines

THAILAND—Office machines: duplicating, adding, computing, accounting machines. Interested in equipment not presently sold in Thailand. National Printing Co., Ltd. (importer, distributor, printer), 526 Ploenchit Ct., Bangkok. WTD 1/19/66.

362 Electrical industrial apparatus

PAKISTAN—Motor generator sets, parts. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co., Ltd. (importer, manufacturers' agent), Ebrahim Bldg., 2 W. Wharf Rd., Karachi. WTD 8/26/65.

363 Household appliances

AUSTRALIA—Electric housewares, electric air heaters, bed coverings, blenders, broilers, deep fat fryers, flat irons, food mixers, hot plates, percolators, fans; adaptable to 240 volt current. C. Blizard, V. S. Wright & Sons, Pty., Ltd. (manufacturer, wholesaler), 707 Forest Rd., Peakhurst, N.S.W. WTD 2/23/66.

364 Electric lighting, wiring equipment

AUSTRALIA—Lamps, lighting fixtures for offices. C. Blizard, V. S. Wright & Sons, Pty., Ltd. (manufacturer, wholesaler), 707 Forest Rd., Peakhurst, N.S.W. WTD 2/23/66.

FRANCE—Electric miniature and subminiature switches, precision current reversers, single or double pole, 2 amp., 250 v.; related micro-specialties suitable for utilization in France. Requests replies in French. A.R.E. (Appareillage Radio-Electrique) (manufacturer, wholesaler), 54 Bd. Blaise-Doumerc, 82 Montauban, Tarn-et-Garonne. WTD 2/24/66.

GERMANY—Commercial, industrial lighting fixtures, accessories, incandescent and fluorescent. Semperlux GmbH (importer, exporter, manufacturer), 97-99 Tempelhofer Weg, 1 Berlin 47. WTD 2/17/66.

NEW ZEALAND—Domestic, commercial light fittings, including crystal chandeliers, wall and table lamps. J. R. Taylor, Indent Dept., Arnold & Wright, Ltd. (importer), P.O. Box 6198, Wellington. WTD in preparation.

365 Radio, television receiving sets

PAKISTAN—Recorders, tape, commercial. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co., Ltd. (importer, manufacturers' agent), Ebrahim Bldg., 2 W. Wharf Rd., Karachi. WTD 8/26/65.

366 Communication equipment

PAKISTAN—Radar, search, navigation. Importer and manufacturers' agent requests quotations c&f Karachi. International Aviation, Karachi House, McLeod Rd., Karachi. WTD 7/22/65.

Transmitters and receivers, H.F. Requests quotations c&f Karachi. Forbes Forbes Campbell & Co., Ltd. (importer, manufacturers' agent), Ebrahim Bldg., 2 W. Wharf Rd., Karachi. WTD 8/26/65.

369 Electrical machinery

AUSTRALIA—Automotive equipment, complete range. St. George Motors, Pty., Ltd. (wholesaler, manufacturer), 132-138 Princes Highway, Arncliffe, N.S.W. WTD 2/16/66.

381 Engineering, laboratory, scientific instruments

PAKISTAN—Geological instruments. Requests quotations c&f Karachi. Forbes Forbes Campbell and Co., Ltd. (importer, manufacturers' agent), Ebrahim Bldg., 2 W. Wharf Rd., Karachi. WTD 8/26/65.

386 Photographic equipment

ETHIOPIA—Photographic duplicating paper. Mac, Ltd. (importers), P.O. Box 1570, Addis Ababa. WTD 6/20/65.

394 Toys, amusement, sporting goods

SOUTH AFRICA—Gymnasium, athletic equipment; fishing, shooting and flying goods for sporting purposes; children's educational and constructional toys, outdoor and indoor. R. M. Blake (manufacturers' agent), 90 Bree St., Cape Town, Cape Province. WTD under revision.

Greece wants electron tubes, semiconductors

The Hellenic Telecommunications Organization, Ltd., (OTE), of Athens, Greece, has issued tender No. 6349 for 210 types of electron tubes, 40 diodes, and 17 transistors.

Tenders, in three copies, are to be submitted by Mar. 31, to the Supply Committee, Supplies Office, 20 Patission St., Athens, Greece.

Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sage Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-6460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 305 Title Bldg., 2020 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: Franklin 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 2235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Leads for Importers

Commodities are offered direct unless specified

227 Floor Coverings

SOUTH AFRICA—Hand-knotted rugs, of natural, undyed, karakul wool, in traditional African tribal patterns. Jozef Vercammen, (Pty.), Ltd. (manufacturer), Suites 1-4, Durleigh Bldg., 86-90 Umgeni Rd., Durban. WTD 2/17/66.

314 Footwear

FRANCE—Canvas shoes (cotton burlap, "espadrilles" with hemp soles), sandals, slippers, with jute soles or vulcanized rubber soles, for men, women, and children; sturdy articles, low priced, available in a wide variety of types, colors. Wholesale exportation preferably direct to importers of footwear. Descriptive leaflets, in English, available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Etablissements Pee-Laborde (manufacturers, exporters), 64-Arette, Basses-Pyrenees. WTD 2/23/66.

352 Farm machinery

SPAIN—Seeks to export agricultural metallic portable sprayers and sulphating machines of different types; trademarks ANA and MARUJIN. Fermin San Antonio Cortes, La Metal-

urgica Saguntina (manufacturer, exporter), Carretera del Puerto, A y B, Sagunto (valencia). WTD 2/17/66.

354 Metalworking machinery

GERMANY—Cylindrical grinding machines. Direct sale or agency. Price quotations fob Hamburg. Descriptive folders available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Maschinenfabrik Cresta, H. Blatzheim KG (manufacturer, exporter), 13 Heidestrasse, 49 Herford. WTD 2/16/66.

509 Wholesalers

GERMANY—Table and pocket calendars; leather and plastic articles, including boxes for playing cards, manicure articles, sewing utensils, paper notes, picnic articles, etc. Direct sale or agency. Price quotations fob Hamburg or Bremen. Descriptive folders available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. E. Gundlach KG. (manufacturer, exporter), Postfach 43 or 8 Ulmenstrasse, 48 Bielefeld. WTD 2/14/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—J. Shaw, R.J. Mouland, Pty., Ltd., Christie St., St. Mary's N.S.W., interested in visiting U.S. plants to arrange **licensing agreements for manufacture in Australia of equipment for pneumatic conveying of dry granular or powdered materials in bulk, to insect bulk grain terminals, and to visit plants manufacturing superphosphates and fertilizers** to observe how the handling of bulk raw materials and requesting technical information. Mar. 16 via San Francisco for 1 month. Itinerary: San Francisco; Las Vegas; Houston; Dallas; Duncan, Okla.; Wichita; Minneapolis; Milwaukee; New York; Tampa. WTD 2/7/66.

JAPAN—Haruo Kodera, Sub-Manager, Business Administration Dept., Sogo Boeki Kaisha, Ltd., 1-5 Nihonbashi Muromachi 3-chome, Chuo-ku, Tokyo, interested in visiting U.S. flour mill, **purchase of in-line flour weighing, packing, sealing, and conveying equipment, automatic and high speed systems, purchase of bulk handling trucks and containers, contacting Hot Dip Galvanizers Association and factories.** Mar. 1 via Seattle for 3 years. Mr. Kodera will assume position of Vice President of the New York office of Sogo Boeki New York, Inc., c/o Master Hotel, 310 Riverside Dr., New York, N.Y. 10025. Itinerary: Chicago; Minneapolis; Atlanta; Jacksonville; Savannah, Ga. WTD 7/29/65.

SWEDEN—Lennart Kallstrom, Dagens Nyheter AB, P.O. box 138, Stockholm 1, interested in **studying advertising and newspaper distribution methods** and requesting technical information. Mar. 12 via New York City for 5 weeks. c/o N. de Philippes Co., 551 5th Ave., New York 17, N.Y. Itinerary: New York; Providence, R.I.; Milwaukee; Minneapolis; San Francisco; Los Angeles; Kansas City; Atlanta; Louisville; Miami; Washington. WTD in preparation.

UNITED KINGDOM—G.A.S. Palmer, Director, G. A. Stanley Palmer, Ltd., Island Farm Ave., West Molesey Trading Estate, Surrey, interested in I.E.E. Exhibition, New York and **contacting U.S. manufacturers of electronic components, particularly solid state circuit devices and modules,** with view to U.K. representation arrangements. Mar. 20 via New York for 10 days. c/o Quantum Inc., 120 E. 56th St., New York, N.Y. 10022. Itinerary: New York; other cities to be arranged. WTD under revision.

VIET-NAM—To Thanh Son, Ets. Dai-Viet T.K.T., 29 Cong Ly, Saigon, interested in **sales representations for wheat flour, raw cotton, chemical fertilizers, pharmaceuticals, plastic resins, iron and steel mill products, tinplate, paper pulp, metalworking and textile machinery.** Mar. 19 via Honolulu for 63 days. c/o Cooper International, Findlay, Ohio; mark envelope "Hold for arrival". Itinerary: Mar. 19, Honolulu; Mar. 20, San Francisco; Mar. 26, Los Angeles; Mar. 29, Phoenix; Mar. 30, Dallas; Apr. 2, Memphis; Apr. 5, Montgomery, Ala.; Apr. 7, Spartanburg, S.C.; Apr. 9, Washington; Apr. 12, Philadelphia; Apr. 14, New York; Apr. 28, Pittsburgh; May 1, Knoxville; May 3, Cleveland/Akron; May 6, Toledo/Findlay; May 10, Detroit; May 12, Chicago; May 15, Seattle; May 17 San Francisco; May 21, Honolulu. WTD 11/4/65.

Future Construction

AUSTRALIA—Australian and U.S. capital will combine in the exploitation of a natural gas field discovered off the south-eastern coast of Victoria, according to Radio Australia. Development of the field and the piping of the gas to Melbourne has been estimated at $179.2 million.

The field will be developed by Australia's biggest industrial organization, Broken Hill, Pty., Ltd., and Esso Exploration (Australia). The discovery of the gas field was a joint venture between the two companies.

The target date for completion of the gas development project is 1968. The Victorian natural gas field will be the first of several discovered in various areas of Australia over the past two years to be developed on a commercial basis.

ETHIOPIA—The International Development Assn. (IDA), an affiliate of the World Bank, has approved a credit equivalent to $7.2 million to Ethiopia for a school construction and improvement project that will permit a major revision of the country's secondary school system and some expansion of facilities for training teachers and technicians.

The project includes construction and equipping of 54 new secondary schools throughout the country; three new teacher training institutes; one new technical institute; additions to 23 of the 24 existing secondary schools and to a technical institute; construction and furnishing 70 student hospitals to accommodate 2,500 pupils in remote areas, and staff houses at 31 schools. Two of the teacher training institutes will be for the education of primary school teachers; the third, for the training of teachers in vocational arts, will be staffed by the Agency for International Development (AID).

The project resulted from a series of consultations between the Government and international and national agencies on a long-term program for expansion and improvement of education in Ethiopia. The United Nations Educational, Scientific and Cultural Organization (UNESCO), under the World Bank/-UNESCO cooperative program, assisted the Government in preparing the project and a UNESCO expert served on the IDA appraisal mission.

To administer and supervise execution of the project and assure coordination with other agencies, the Government will establish, within the Ministry of Education, a Project Implementation Unit headed by an experienced project manager and staffed with an architect, a technical education adviser and accountants. The Government will also employ qualified architects and engineers to assist in carrying out the project.

The project is scheduled for completion by the end of 1970 at a total estimated cost equivalent to $11 million. On the basis of present estimates, the IDA credit will cover all the foreign exchange requirements and about half the local currency expenditures. The balance will be financed by the Government.

EL SALVADOR—The Manager of IRA (National Institute of Supplies) has announced a program for construction of grain storage facilities in the country's principal grain producing areas. The program will cost an estimated 1.4 million colones (1 colon equals US $0.40) and will be financed jointly by the Central American Bank for Integration and the government. The National Planning Commission has budgeted 20,000 colones to carry out necessary technical studies. Present plans are to construct 20 storage plants, each with a capacity of 2,300 metric tons. The plants will be managed by cooperatives made up of grain producers.

GREECE—Continental Drilling International, Ltd., of Los Angeles, has signed a contract with the Ministry of Public Works to carry out a feasibility study of the company's proposals for increasing the water supply for Athens.

At present, the main source of water for the Athens area is Lake Yliki. Some of the waters of Lake Yliki run into the smaller Lake Paralimni. The proposal calls for the sealing of leaks in the basin of Lake Paralimni. It is believed that this could more than double the water supply to Athens and give the city an additional 8-10 years in which to carry out a thorough study of the entire supply problem for the rapidly-expanding capital area.

HONG KONG—A British firm, George Wimpey and Co., Ltd., has been awarded a $69,600 contract to do a three-month investigation

of the bed of the proposed Hong Kong harbor vehicular tunnel route. Tenders will soon be invited for a dry-dock or casting basin to prefabricate tunnel sections. Reportedly, a Japanese-Canadian consortium headed by Mitsui and Co., Ltd., is preparing a general tender to build the tunnel.

IRAQ—(1 dinar=$2.80). The tender for construction of Central Prison at Abu Ghraib has been awarded to the Consolidated Contracting Co. (Conco), P.O. Box 2254, Beirut. The Baghdad press reports the award period is 24 months.

According to the 1965-9 Five-Year-Plan, total cost of the Central Prison will be ID 3,600,000, of which ID 3 million was allocated for the 1965-9 period. Consultants for the project are Litchfield, Whiting, Browne and Associates, who are also consultants for Republican Medical City in Baghdad.

IRELAND—The Electricity Supply Board announced plans to build the country's largest power station at a cost of $140 million. This new station, located in Dublin, will have an ultimate capacity of 1,000 megawatts and will be constructed over 15 years. The oil-fired 120 megawatt turbo-alternators will have steam pressure of 1,800 lb. per square inch and a temperature of 1,000 degrees F.

The first stage is scheduled for completion in 1970/71, with a 240 megawatt capacity and will cost around $42 million.

When completed, the new station, designated as Pigeon House B, will become part of Dublin Generating Region which at present includes Ringsend, Pigeon House, Northwall and three Liffey Hydro-Electric Stations.

The contract for the construction of the retaining embankment has already been placed with an Irish firm and work will begin within the next two months. U.S. firms interested in participating in this project, should **write:** Secretary, Electricity Supply Board, 27 Fitzwilliam Sq., Dublin 2, Ireland.

PAKISTAN—A U.S. loan to help expand natural gas transmission facilities in West Pakistan has been authorized by the Agency for International Development.

The loan agreement makes available $2.7 million for the Sui Gas Transmission Co., Ltd., a joint stock company which transmits gas from the Sui gas field, largest in West Pakistan, south to Karachi and other communities.

The loan, the third extended by AID to the gas company, will finance purchase in the U.S. and installation of an additional 1,500 horsepower compressor unit and establishment of a new three-unit station with the same type of compressors. Consulting services will be provided by Gulf Interstate Engineering Co. of Houston, Texas.

High quality natural gas from the Sui gas field is a major source of domestic fuel in West Pakistan. Distribution from the field began in 1955 and has been increasing steadily. The fuel has given considerable impetus to industrial development and has been in increasing demand from industrial, commercial and domestic consumers.

Total cost of the project is estimated at the equivalent of $3.9 million, including $1.2 million in local currency costs which will be provided by Sui.

PAKISTAN—Sweden and the International Development Association (IDA), an affiliate of the World Bank, have approved agreements to jointly provide the equivalent of $24 million to Pakistan on favorable terms. The funds will help to finance a project for the storage and handling of foodgrains in East Pakistan.

The project will result in a reduction of waste and spoilage of foodgrains and of inventories tied up in transit, a reduction of shipping costs, increased efficiency in the storage, handling and milling of grain, and more effective stabilization of foodgrain prices.

Existing facilities in East Pakistan for the storage and handling of foodgrains are inadequate for present, as well as future needs. The project will provide modern facilities including construction of four reinforced concrete silos, with a combined capacity of 235,000 tons, at Chittagong, Ashuganj, Narayanganj and Santahar, and the detailed engineering and design for an 80,000-ton silo at Chalna. These sites are strategically located for the importation and local distribution of grains and will provide for complete coverage of the Province. Construction of a silo at Chalna is being deferred until the Government decides on the site for the future port. The project also provides for the improvement of existing storage facilities, establishment of a modern inventory control system and of effective sanitation and pest control, and technical assistance.

A staff member and a consultant of the Food and Agriculture Organization of the United Nations (FAO) participated in the appraisal of the project.

Total cost of the project is estimated at the equivalent of $39 million, of which $24 million will be in foreign exchange. The IDA credit of $19.2 million will finance 80% of the estimated foreign exchange costs and the remainder will be met by the $4.8 million loan from Sweden. Local currency costs, as well as the annual operation and maintenance costs, will be financed through the budget of the Government of East Pakistan. Contracts for civil works for the equivalent of $100,000 or more and contracts for the procurement of goods and equipment for the equivalent of $50,000 or more will be awarded on the basis of international competitive bidding.

THAILAND—The Highway Department will advertise for bids shortly for construction of a 284 kilometer, two lane 6.5 meter wide penetration macadam surfaced roadway to be constructed in central Thailand. Construction will include approximately 23 reinforced concrete box culverts, 82 reinforced concrete bridges, and raising seven existing bridges.

Construction cost, in excess of $25 million, will be funded by U.S. dollars and Thai baht. The project will be bid in two packages with a bid item for the entire project. Bidding will be limited to U.S. firms with dollar expediture for material and equipment limited to U.S. sources. Plans and specifications will be available at Director. Pacific Division, Bureau of Yards and Docks, Pearl Harbor, Hawaii; Resident Officer in Charge of Construction, Pacific, San Bruno, California; and Officer in charge of Construction, Thailand, APO San Francisco 96346 (Attn: Contract Division). Cable address: THAIDOCKS BANGKOK. The Officer in Charge of Construction, Bureau of Yards and Docks Contracts, Thailand, will perform contract administration, inspection, and supervision of construction as an agent of the Thai Highway Department.

THAILAND—Tentative plans are being made for construction of cold storage facilities at Satul Province, about 600 miles south of Bangkok. U.S. firms interested in supplying cold storage equipment may wish to write and make business proposals a matter of record to: Charoon Phasukavanich, Director of Fish Marketing Organization, Soi Spanpla, New Rd., Bangkok, Thailand.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated February unless otherwise indicated.

American Firms, Subsidiaries and Affiliates—Denmark.
Business Firms—Azores, January.
Dry Goods and Clothing—Importers and Dealers—Japan, January.
Hides, Skins and Furs—Importers, Dealers and Exporters—Italy, January.
Leather and Shoe Findings—Importers and Dealers—Norway.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—Venezuela.
Metallurgical and Metal Working Plants—Netherlands—January.
Musical Instruments—Importers and Dealers—Australia
Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Colombia.
Provisions—Importers and Dealers—Ecuador.

Iraq seeks tenders for mobile radios

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, has issued tender No. 12/66 calling for the supply of twenty HF radios, frequency 1.6 to 10 MHz range approximately 300 miles; and twenty-five mobiles and three base stations for a VHF network.

The frequency is to be in the 68 to 88 MHz range, and the base stations should have a power output of 250 watts and the mobiles 50 watts. The system should have six crystal controlled channels and furnished complete with antennas and masts.

The deadline for tenders is Mar. 27. Loan copies of the bidding documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone 202-967-4036).

Libya invites bids on water supply projects

Libya's Central Tenders Board invites bids on tenders No. 822-824 for the construction of three water supply projects. One combined bid is requested.

The deadline for receipt of bids is 10 a.m., April 4.

Terms and specifications may be obtained from the Public Works Department, Tripoli, on payment of $14. A guarantee of $5,600 must accompany the tender, and the successful bidder will make a deposit of 5% of the project's cost on signing the contract. Correspondence is preferred in English.

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Calendar *for international traders*

ATLANTA—Mar. 24—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BOSTON—Mar. 15-18—2nd Annual New England Industrial Trade Show, Suffolk Downs, East Boston. Speaker: (Mar. 15, 11 a.m.) **Secretary of Commerce John T. Connor.** Export and Import Seminar (Mar. 18, 10 a.m.). Sponsor: Boston Herald Traveler.

CEDAR RAPIDS, IOWA—Mar. 15—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 6 p.m., Roosevelt Hotel.

CHARLOTTE, N.C.—Mar. 24-25—Export Sales Workshop, University of North Carolina at Charlotte. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.** Sponsors: REEC; Chamber of Commerce; Greensboro Field Office, Department of Commerce.

CHICAGO—Mar. 15—Meeting for Exporters, Field Office.

CHICAGO—Mar. 15—International Trade Club on "Principles and Techniques in Exporting", 6 p.m., Midland Hotel.

CHICAGO—Mar. 17—International Trade Club Luncheon, Sherman House.

CHICAGO—Mar. 22—International Trade Club on "Principles and Techniques in Exporting," 6 p.m., Midland Hotel.

CLEVELAND—Mar. 16—Workshop on "How to Sell Overseas", 1st of nine weekly sessions, 8-9:50 p.m., Western Reserve University, Newton D. Baker Bldg. Sponsors: Western Reserve University; REEC; Cleveland Field Office, Department of Commerce.

CRANSTON, R.I.—Mar. 14—Annual Rhode Island World Trade Conference, Colony Motor Inn.

DALLAS—Mar. 30—Export Workshop, Field Office. Sponsors: REEC; Dallas Field Office, Department of Commerce.

DES MOINES—Mar. 16—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Des Moines Field Office, Department of Commerce; Chamber of Commerce; REEC.

DOYLESTOWN, PA—Mar. 14—International Trade Development Assn. of Bucks County, monthly meeting, 5:30 p.m., Conti's Cross Keys Inn.

FORT WORTH—Mar. 15—Chamber of Commerce IOGA Trade Mission to Central America briefing in conjunction with World Trade Seminar of Economic Expansion Institute. Speaker: **Roy Gootenberg, Bureau of International Commerce.** Sponsors: Chamber of Commerce; Dallas Field Office, Department of Commerce.

INDIANAPOLIS—Mar. 17—Indianapolis Export Expansion Workshop, Chamber of Commerce. Speaker: **Roy L. Morgan, Director, Office of Field Services.**

JACKSONVILLE, FLA—Mar. 22—Export Conference, 2 p.m., Field Office. Sponsor: Jacksonville Field Office, Department of Commerce.

KANSAS CITY, KAN.—Mar. 22—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Mar. 24—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

LOGAN, W. VA.—Mar. 24—Export Expansion Seminar, 10 a.m., Appalachian Power Co. Sponsors: Charleston Field Office, Department of Commerce; Chamber of Commerce; REEC; W. Va. Manufacturers Assn.

LOS ANGELES—Mar. 25—Export Expansion Seminar, 9:30 a.m., Field Office.

MEMPHIS—Mar. 15 and 17—Export Seminar on "The Caribbean and Central America", 7-9 p.m., Board of Education Bldg. Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable; Memphis Field Office, Department of Commerce, REEC.

MEMPHIS—Mar. 16—Mid-South Exporters' Roundtable, Hotel King Cotton.

MINNEAPOLIS—Mar. 23—Export Conference, Field Office. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 16—Foreign Commerce Club meeting. Speaker: **Robert L. McNeill, Deputy Asst. Secretary of Commerce for Trade Policy.**

NEW YORK—Mar. 17—FCIB Industry Group, Drug, Chemical & Food Export Club, meeting, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Mar. 22-23—49th Annual International Executives Assn. Conference, Statler Hilton Hotel.

NORMAN, OKLA.—Mar. 21-26—International Trade/Marketing Course, graduate level, Oklahoma Institute for Continuing Studies, University of Oklahoma. Sponsors: Intstitute for Continuing Education; REEC; Oklahoma City International Trade Club; Dallas Field Office, Department of Commerce.

NORRISTOWN, PA.—Mar. 14—World Trade Assn. of Montgomery County, monthly meeting, 5:30 p.m., Cross Roads Motel.

OAKLAND, CAL.—Mar. 31—Export Transportation Seminar, 9 a.m., Port of Oakland Bldg.

PHILADELPHIA—Mar. 22—22nd Annual Parlin Conference on International Marketing, Drexel Institute of Technology.

PHILADELPHIA—Mar. 23—Conference on Financing Exports, 10 a.m., Field Office.

PITTSBURGH—Mar. 15—Export Workshop, Field Office. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

PITTSBURGH—Mar. 17—World Trade Council, Chamber of Commerce, monthly luncheon, 12:15 p.m., Penn Sheraton Hotel.

PITTSBURGH—Mar. 17—Seminar on "Marine Insurance & Export Packaging," opening session of five-week seminar, 7-9 p.m., Koppers Bldg. Sponsor: World Trade Council, Chamber of Commerce.

SALT LAKE CITY—Mar. 17—FCIA Seminar for Exporters, 10 a.m., College of Business, University of Utah. Sponsors: REEC; University of Utah; Salt Lake City Field Office, Department of Commerce.

SALT LAKE CITY—Mar. 29—World Trade Assn. of Utah Quarterly, luncheon meeting, 12 noon, University Club.

SAN FRANCISCO—Mar. 16—Export Finance and Insurance Seminar, 9:30 a.m., New Federal Bldg.

SAN FRANCISCO—Mar. 23—General Export Seminar, 9:30 a.m., New Federal Bldg.

ST. LOUIS—Mar. 22—Export Workshop, Anheuser-Busch, Inc. Sponsors: REEC; St. Louis Field Office, Department of Commerce; World Trade Club.

ST. LOUIS—Mar. 24—Annual Joint Dinner Meeting of World Trade Club and Assn. of Credit Management, Holiday Inn.

TAMPA, FLA.—Mar. 22—Export Trade Seminar, 1st of eight weekly sessions, Chamber of Commerce Bldg. Sponsors: Jacksonville Field Office, Department of Commerce; Greater Tampa Chamber of Commerce; North Central Florida REEC; Hillsborough County Vocational School.

TEMPE, ARIZ.—Mar. 22—Foreign Trade Seminar, 1st of six weekly sessions, Arizona State University. Sponsors: Arizona State University; Phoenix Field Office, Department of Commerce; REEC; World Trade Assn.

YORK, PA.—Mar. 22—World Trade Council, monthly meeting, 12 noon, Chamber of Commerce.

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See pages 2 - 4 of this issue for details.

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